Board of Trade Journal

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Front cover photograph

This new electronically controlled tyre cord calender line incorporating advanced quality control techniques, has been installed by Avon Rubber Company at their Melksham, Wiltshire, factory. Avon export tyres of all kinds all over the world and the new plant, which incorporates a 4-roll inclined Z cord calender, has been designed to keep pace with the company's increasing tyre production. It is equipped with the latest machinery to cut wastage and processing time to a minimum and eventually all the company's tyre cord will be processed on the new line. The delicate tyre cord processing techniques incorporated in the new calendar will enable Avon to maintain high standards of accuracy, quality and reliability and meet the future demands likely to be imposed on tyres, both in Britain and abroad, as road standards and road speeds increase.

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"AN EXTRACT FROM THE RANGE OF GENTRANSCO GROUPAGE SERVICES"

TRADE EXHIBITIONS IN DENMARK—1

British machine tools manufacturers determined to increase sales in Scandinavian market

By G. C. Tout, First Secretary (Commercial), British Embassy, Copenhagen

'THE INTERNATIONAL presentation of production machinery will inspire Danish industries to a structural change within the next few years'. This is how Mr. Svend Kahr, the chairman of the Danish Management Association, described the importance of the International Machine Tool Exhibition held in Copenhagen from September 24 to 29.

The exhibition held in the spacious Bella Centre attracted 325 firms from all the major machine tool manufacturing countries including Japan. Britain was represented by 31 well-known companies who occupied a dominant position in the hall with a display area of over 1,200 square metres.

Presenting The British Machine Tool Industry

'This presentation is really representative of the British industry' – so said the buyer of a well known Danish company. Among the British companies exhibiting were Alfred Herbert Ltd., Stanley Machine Tool Co. Ltd., Colchester Lathe Ltd., H. W. Ward Ltd., Churchill Machine Tool Co. Ltd., and Airmec – AEI Ltd. Particularly impressive from the Scandinavian buyers point of view were the number of machines being shown in the area for the first time. The close co-operation between the British industry, the Machine Tool Trades Association, the Board of Trade and the Central Office of Information resulted in an attractive and impressive display of British production at its best. All this despite a seriously restricted build-up period being available because of the heavy demands upon the modern Exhibition Centre.

The Information Stand organized and manned by the Machine Tool Trades Association dealt with a constant flow of inquiries including many expressions of interest for British technical publications. The 'Machine Tools from Britain' (Scandinavian Edition 1968) prepared by the Board of Trade and the Central Office of Information, and available in English, Danish and Swedish, proved to be a 'best seller' and was described by one Swedish visitor as 'an excellent guide to what is available in Britain.'

'We're pleased we came'

The general reaction from British exhibitors was that the exhibition was a success. The most often repeated phrase was 'we're pleased we came'. Mr. Tom Phelps-Penry of the Machine Tool Trades Association described the whole operation as 'having gone very well'. There is no doubt that the British effort made a great impact on the visiting buyers. The overall impression given by the exhibition was that here were the machine tool manufacturers from all the major supplying countries presenting the best to Scandinavian industry.

In an exhibition of this kind inquiries and impressions of interest are obviously the pattern of the day rather than actual orders. This is particularly so since Danish industry is currently still at a stage where larger replacement and investment programmes are at the stage of consideration rather than implementation.

Part of the overall programme

The British presentation was part of the overall programme of involvement in the Scandinavian market. To back up the already great efforts of their distribution arrangements be it through agents or their own subsidiary or associate companies the British industry has organized, through the Machine Tool Trades Association, a mission to Scandinavia followed by the visit of Mr. Frank Middleton, the press officer of the Machine Tool Trades Association to the exhibition press meeting to inform the technical press about the British machine tool industry – the result an excellent coverage of the British industry and the particular participation in this exhibition.

Direct results

What were the direct results of this particular part of the overall programme? In a capital goods exhibition of this kind it is difficult to be specific. As one Danish technical journalist remarked 'Having talked to several exhibitors from several countries I wonder if we are all in the same exhibition'.

British companies did however obtain orders. Among the quotes were: 'we've sold all our machines to Sweden', 'we've sold very successfully particularly one type of machine', and 'all those machines have been sold'.

The more important side of the story is however that interest was expressed in almost every type of machine and component exhibited. Companies already selling particular types of machines in Scandinavia found additional customers. Those introducing new machines found the right kind of customers for these machines. In the case of numerically-controlled machines and heavy machine tools the interest must necessaraily be longer term but the opinion expressed by the majority of visiting buyers was that they had had the opportunity to confirm that when the time came to purchase they knew where to go to make inquiries and comparisons.

The future

'It is a tough market and this is a part of the concentrated effort needed to succeed' – so observed an experienced and well informed local agent. Nothing could summarize the position better and the excellent British presentation is an example of the efforts being made by all concerned from the manufacturers of heavy machine tools, through the ranges of smaller machine tools to the component manufacturers either selling direct or manufacturing through local companies.

There can be no question of Scandinavian buyers being under the impression that Britain is anything but serious in its intent to increase her share of the market. The contact between British manufacturers and Scandinavian buyers is already close but events such as this exhibition will make the ties even closer. The machinery exists to follow up the many inquiries received and orders will certainly follow as and when the opportunities arise.

TRADE EXHIBITIONS IN DENMARK—2

International Electronics Fair at Copenhagen

By D. Meller, Second Secretary (Commercial), British Embassy, Copenhagen

IT WAS ONLY in 1966 that the first International Electronics Exhibition was held in Denmark. At that time, while a great many companies exhibited, very few of them did so in their own right but were represented only as one of a number of principals of different nationalities featured by the Danish agent. There were a great many visitors but these were mainly members of the public who were freely admitted.

The Second International Fair for Electronics, Automation and Instrumentation opened at the Forum Hall in Copenhagen on September 22. The number of exhibitors this year was almost 500 of whom 40 firms had their own stands. The range of equipment on display was much more diversified than in 1966 ranging from electro-microscopes to high vacuum equipment; from desk top computers to glass fibre optics and from electronic weighing and separation equipment to differential pressure transmitters. Visitors totalled 20,000 and came from 15 different countries. Public admission was restricted.

All this reflects the growing sophistication and diversity of Danish industry which has now left agriculture behind as the major contributor to the national income. At the same time while the field of electronics generally, including its industrial application, is one of the fastest growing sectors of the Danish economy, the application of electronic techniques is not always appreciated. The Danish education authorities are spending very large sums of money at all levels to ensure that Danish engineers and scientists keep abreast of modern technological developments. One of the great virtues of exhibitions of this type lies in their educational spin-off. The engineer or scientist who goes away to mull over the possible application of some piece of equipment seen for the first time to his own particular production problem is just as important as today's customer. A case in point was the interesting display of glass fibre optics mounted by Rank-Taylor-Hobson which attracted the attention of Danish television. Mr. Wesley, representing the British company, spoke of the great interest the exhibit had aroused among medical and engineering visitors and foresaw thousands of pounds worth of business ensuing.

Strong British contingent

The British contingent was a strong one and included many first class companies. In addition to those exhibiting on their own like H. Clarke and Co. Ltd. – good prospects of selling insulators worth D.Kr. 200,000 per annum; Pye – consolidating their already strong position in Denmark in the radio telephone field and Taylor Instruments, there were three separate joint venture stands spread around the exhibition.

On the Public Address Equipment Association Stands, Mr. Alan Walker and Mr. Keith Monk were full of enthusiasm. Their decision to participate had been taken only three months previously and was very much an act of faith since, as Mr. Walker said: 'We didn't have a clue about the Scandinavian market'. The results have exceeded all their expectations with all the equipment on the stand sold including £4,000 worth of Audio and Designs high fidelity systems. One hundred and twenty-eight inquiries had come from the Danish Army, State Radio, Copenhagen Fire Service, the Technical University, a Czech State Buying Agency and a particularly interesting one for 150 transceivers for a deaf and dumb institution. Additionally, the opportunity has been taken to establish agency arrangements, not only in Denmark but also, through visitors to the stand, in Finland, Sweden, Norway, North Germany and Switzerland.

An experimental note

The Technical Marketing Association brought an experimental note to the exhibition co-ordinating their group display with daily symposia for the benefit of visiting engineers etc., on the theme of low cost automation. Mr. Oakman, speaking for the Association, thought the response compared well with their preceding visits to Oslo and Stockholm while Mr. Forward of Elliotts Automation, one of the group members, considered the response well up to expectations with very interesting inquiries from the food industry and the roadstone and tarmac industries for the company's electrical weighing systems. Bill O'Connor of Serck Glowcon was confident of clinching a deal with a Swedish shipyard for control valves worth £50,000. Electroma Ltd., had a £12,500 inquiry for its conveyor systems while Mr. Patterson, managing director of Aylesbury Automation had made the breakthrough into Denmark's largest manufacturers of batteries and switchgear. A German visitor had turned out to be a highly suitable agent in Southern Europe for Lectromec.

Mr. Bob Blagborough speaking for the exhibitors on the BEAMA stand said they were all extremely pleased with the response they had attracted. This was confirmed by Mr. Frazer of Ether Engineering who saw good prospects of selling 20-30,000 film circuit service modules. There was a similarly enthusiastic response from Salford Electric. Satisfaction was not confined to British exhibitors. Discussions with representatives of United States, Swedish, German and Danish companies confirmed the general opinion that participation had been well worth while.

It would be impossible to describe in any detail the range of products on display but from Danish manufacturers came FM analogue connections, terminal strip and components data, logging-equipment and a variety of measuring instruments. A very sophisticated range of United States equipment was on show including numerical control equipment for machine tools, blood pressure transducers and integrated circuitry of many kinds. Swedish and German manufacturers exhibited synchronous stopping motors and nuclearic instrumentation among other things. While one Japanese manufacture showed closed circuit television equipment.

To cover the areas of industry, medicine, education and research attempted by the exhibition was, by any standards, ambitious but remains feasible and perhaps inevitable at the present stage of Danish industrial development. There is some evidence that in future exhibitions – a larger one has been mooted for August 1969, more specialization will be evident at least in the sectionalizing of the exhibition. There was no doubt in the minds of the majority of this year's participants that exhibiting in this type of fair is a most valuable means of introduction to or promotion in the Scandinavian market.

President of the Board of Trade to visit West Riding

MR. ANTHONY CROSLAND, President of the Board of Trade, is to visit the West Riding today (October 18).

Mr. Crosland on Friday morning will visit R. W. Crabtree & Sons Ltd., Leeds (manufacturers and exporters of printing machinery). He will later pay a courtesy call on the Lord Mayor of Leeds before travelling to Bradford to visit Bulmer & Lumb Ltd. (worsted spinners). After a luncheon discussion with the Wool Textile delegation in Bradford, Mr. Crosland will return to Leeds for a meeting at City House with members of the Yorkshire and Humberside Regional Economic Planning Council.

Mrs. Dunwoody visits Birmingham

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, visited Birmingham on October 17 to see Birmingham's jewellery trade. The visit was arranged by the British Jewellers' Association.

Mrs. Dunwoody was shown examples of the products and workshops of the main sections of the jewellery and silverware trade in Birmingham. She visited the Barker Ellis Silver Company, manufacturers of silverware, who export a large proportion of their products; Ward Brothers Ltd., who manufacture fancy jewellery; Peyton Pepper & Sons Ltd., manufacturing goldsmiths; the Birmingham Assay Office and the offices of the Birmingham Jewellers' Association.

Regional controllers visit North-west

THE BOARD OF TRADE'S nine Regional Controllers in England, Scotland and Wales, together with a representative of the Ministry of Commerce, Northern Ireland, began a two-day visit to the North West on October 9.

The main purpose was to attend their monthly conference, normally held in London. This month's conference was in Manchester and was arranged by Mr. Noel Belam, the Regional Controller for the North West. He was formerly a Trade Commissioner in Canada and Pakistan.

The Controllers visited Manchester Docks and Skelmersdale New Town. They met members of Lancashire and Merseyside Industrial Development Association and were accompanied by Mr. Edmund Dell, Minister of State at the Board of Trade.

Lyle and Scott extend at Gateshead

THE ENGLISH Industrial Estates Corporation announced on October 9 that work has been started on a 35,000 sq. ft. extension to the Board of Trade factory occupied by Lyle and Scott Ltd., on the Team Valley Trading Estate, Gateshead.

Lyle and Scott Ltd., of Hawick, Scotland, are the well-known manufacturers of Scottish knitwear and Jockey 'Y'-front underwear for men, and belong to the Courtaulds Group of Companies.

The company came to Team Valley at the end of 1958 when they occupied premises of 9,600 sq. ft., for the sole purpose of manufacturing men's underwear. In 1959 a 4,200 sq. ft. extension was built and the need for further space was again apparent when premises of 9,600 sq. ft. were leased for warehousing in 1963.

This steady growth culminated in the building of a new factory of 43,650 sq. ft., for the company in 1966 and once more the need to expand has made itself felt in the form of this latest extension, which should be completed by May of next year.

It is expected that employment will be provided for an additional 12 men and 180 women when the new unit is in full production.

New industry for Merthyr Tydfil

THE BOARD OF TRADE Advance Factory of 25,000 sq. ft. at Goat Mill Road, Merthyr Tydfil, has been allocated to G. B. Britton and Sons (Holdings) Limited, of Kingswood, Bristol, manufacturers of 'TUF' footwear. The company already has in Wales a large factory manufacturing footwear at Brynmawr about 10 miles away, and Britton's propose to occupy the Merthyr factory and commence recruitment of labour almost immediately.

Initially it is estimated that jobs will arise for about 75 people and that when the factory is fully in operation a work force of over 300 will be required. Well over a half of the employment will be for men.

Notes:

The advance factory at Merthyr Tydfil was authorized in November 1966 and constructed by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

Forty-one Government advance factories have been authorized for Wales since speculative factory building recommenced in November 1964.

Twenty-seven of these factories have been completed or construction is approaching completion; eleven of these are at early stages of construction and three are still in the preliminary planning stage.

Including the Merthyr factory, 25 factories have been let.

£315 million investment grants paid in 1967/68

INVESTMENT GRANTS totalling £315 million were paid to British industry by the Board of Trade during the financial year 1967/68. This is revealed by the Board's second annual report on Part I of the Industrial Development Act, 1966, which was published on October 10. The report also states that of this amount £158 million represents investment grants paid on assets provided for use in development areas. On assets other than ships, £43,783,000 grant went to applicants in Scotland and £24,240,000 to applicants in Wales. All of these grants were in respect of expenditure incurred by industry between January 17, 1966 and March 31, 1967.

The Industrial Development Act empowers the Board of Trade to make investment grants on new plant and machinery in certain qualifying industries, on computers, ships, hover vehicles, and on mining works. The qualifying industries are, broadly speaking, manufacturing and construction and civil engineering. Of the total plant and machinery grants of £285 million the largest share (£82.4 million) went to the chemical and allied industries, with the engineering and electrical industries receiving £34 million and metal manufacturing industries £28 million. The construction and civil engineering industries were paid £16.3 million in grants.

Grants on computers during the year under review totalled nearly £7 million and grants on ships nearly £21 million. £1.8 million was paid on mining works and a further £7.5 million on plant and machinery used for the extraction of minerals. No claims were received for a grant on hover vehicles.

The Act sets the standard rate of grant at 20 per cent of approved expenditure and at 40 per cent in respect of machinery or plant, certain computers, and mining works for use in the development areas. In order to give further incentive to investment during 1967 and 1968 these rates were temporarily increased to 25 per cent and 45 per cent respectively for expenditure incurred during those years.

The report is entitled 'Investment Grants – Annual Report by the Board of Trade under the Industrial Development Act, 1966, April 1, 1967-March 31, 1968' and can be obtained (price 1s. 9d.) from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post (price 2s. 1d.) from HMSO PO Box 569, London, S.E.1.

Notes:

The first annual report by the Board of Trade under the Industrial Development Act, 1966, covered the period to March 31, 1967 during which the five Investment Grants Offices were being set up in Southend, Bootle (Lancs.), Billingham, Cardiff and Glasgow. No payments were made in that period.

First payments of investment grants began on April 1, 1967. Thus, this second annual report is, in fact, the first to give statistics of payment and distribution of grants over the standard regions and also by industrial orders as defined in the Standard Industrial Classification.

As explained in the 1966 White Paper on Investment Incentives (Cmnd. 2874), the main purpose of Part I of the Act is to give priority in the provision of Government incentives for capital investment to those sectors of industry which can make the greatest contribution to strengthening the balance of payments as well as to give special encouragement in those areas of the country where the Government particularly wish to bring about additional investment.

The scheme does not cover Northern Ireland but similar arrangements have been made by the Northern Ireland Governmnt.

Appointment of Official Receiver

THE BOARD OF TRADE announce that Mr. Ritchie Edward Stuart has been appointed as an Assistant Official Receiver to act as assistant to any Official Receiver appointed for the purposes of the Companies Act, 1948, and attached to the High Court. This appointment takes effect from October 1, 1968.

The Board of Trade announce that the appointment of Mr. Alan Stanley Ford as an Inspector of Official Receivers attached to the Office of the Inspector-General in Bankruptcy (London) has been revoked. This revocation takes effect from October 1, 1968.

President speaks on rationalization and competition

MR. ANTHONY CROSLAND, President of the Board of Trade, spoke on rationalization and competition at a luncheon of the Commerce and Industry Group of the Law Society in London on October 11.

He said: 'One of the main aims of the Government's industrial policies is to stimulate more rapid growth in industrial efficiency, for example, through our support for bodies such as the British Productivity Council and the British Institute of Management, through the Economic Development Committees, through the Industrial Reorganization Corporation, through our development area policy, and in many other ways. But the Government also has powers to check undesirable developments in industrial structure or behaviour, which tend to reduce or distort competition. This is where the legislation on monopolies, mergers and restrictive practices comes in.'

He said that the legislation gave the Board of Trade very considerable powers to control the process of industrial change, and preserve competition. In the case of mergers, the Board of Trade could, by order, prevent the completion of a merger, whilst it was investigated by the Monopolies Commission. If the Monopolies Commission found a merger contrary to the public interest, the Board of Trade could forbid it. In the case of monopolies the Board could, inter alia, regulate prices, forbid discrimination, or in the last resort even require the monopoly to be broken up. However, these powers had not been used in a dogmatic way; indeed, under the legislation it was open to a firm or industry to show that the effect of any arrangements it had made, or of its behaviour, was not against the public interest.

Some recent decisisons

'One can illustrate the economic importance of the legislation by referring to some recent decisions,' the President said, 'for example, our decision not to permit the merger of three of the leading banks, the decision (on the other hand) that the proposed merger between GEC and English Electric was desirable and need not be referred to the Monopolies Commission, and the ending of Resale Price Maintenance on cigarettes when the manufacturers decided not to defend their arrangements before the Restrictive Practices Court. And there is continuing action by the Board of Trade on earlier reports of the Monopolies Commission, for example, on the supply of petrol and detergents. The Monopolies Commission at the moment is looking at some other important matters, including the practice of recommending prices, the practices of the professions and the tying of public houses.

'I have just announced, today, two new references to the Commission, on fire insurance, and the practice of refusal to supply. This latter reference will cover, for example, those cases where a manufacturer is only prepared to sell to certain retailers or wholesalers. There may, in any particular case, be perfectly good reasons for this, but equally there may be an undesirable restriction of competition, and I am therefore asking the Monopolies Commission to investigate.'

Going on to say that the legislation had to be applied against the background of the industrial situation as it was now developing, the President continued: 'We find ourselves in the middle of the largest-ever movement of rationalization and mergers in British economic history. The structure of industry is changing rapidly; accepted ideas and methods of management are also changing. It is difficult to measure the scale of the change, but so far this year the Board of Trade has considered nearly 100 mergers (a figure one-third higher than in the same period last year) in which the value of assets being taken over was over £2,000 million, and many thousand of workers and shareholders were directly affected. The value of the assets does not include those in the proposed bank merger; and there are, in addition, many smaller mergers which do not fall within the scope of the 1965 Act.

'It is sometimes said that there is a basic conflict between the two sides of the Government's policy towards mergers: between the idea of the IRC and structural reorganization on the one hand, and the idea of supervision of market power by the Monopolies Commission on the other. Now, of course, people sometimes ignore the factual point that the IRC is concerned only with a very few mergers and has not always been in favour of mergers in every potential case that it has looked at. But quite apart from that, the idea that there is a conflict is based on the view either that large-scale businesses or units of production must always be desirable, or that they must always be undesirable. In either case it would be inconsistent to help promote them by mergers in some cases, and to scrutinize them critically in others.

'But such extreme views are, of course, absurd. One cannot, in the real world, lay down hard and fast rules to the effect that all competition is good, or that all large-scale enterprises are good. In practice each case has to be evaluated in the light of various criteria before one can say whether the particular market structure is desirable in the social and economic interests of the nation. But fashions do tend to move, over time, from one extreme to another. Many years ago it was widely believed that perfect competition was the ideal form of economic environment, even if this meant an undesirably small scale of plant or firm. Now it is widely believed that large size is the answer to all the problems of technical progress and efficiency, even where this means that the accompanying market structure is undesirably monopolistic. But whatever the fashion, the essential thing is to look at each case coolly and rationally on its merits.'

It was not a simple matter to do this. In judging the effects on the national interest, a host of factors had to be taken into account in each particular case. How much reduction in competition was justified by the benefit to the national interest that a particular piece of rationalization might bring through a merger or by the economies of scale that a monopolist might be able to achieve in a particular industry? How did one balance the effects of a monopoly or merger in the domestic market against the additional strength that it might give in competing in important overseas markets? How did one take proper account of factors such as the level of technology or the dynamism or inertia of management?

Right judgments being made

'Without being complacent, I think that on the whole the right judgments are being made, given the difficulties I have described,' the President said. 'In the case of the proposed GEC/English Electric merger the Government saw real benefits to our international competitiveness from the formation of the new group. Whilst in some areas of the new group's production, statutory monopoly situations would be created or intensified, there were special offsetting factors, notably that the group would be selling to powerful monopoly buyers, which made the risk involved in any intensification of market power acceptable. Nevertheless, we insisted on obtaining express assurances that the companies concerned fully recognized their responsibility to avoid policies directed towards damaging fair and effective competition. Moreover, if competition should appear to be seriously threatened in future, the Government would not hesitate to make references to the Monopolies Commission.

'In the case of the very important proposed merger between the banks, where, as you know, the Monopolies Commission's majority view was that a merger would be contrary to the public interest, the Government endorsed this conclusion, and the banks agreed not to proceed with the merger. In both these cases I think that informed opinion generally accepted that we made the right decisions.'

Turning to the future, the President's view was that the present merger movement would continue, though he would not be surprised if it slowed down to some extent. 'Eventually the size of the United Kingdom market must set a limit to the degree of concentration which is acceptable so long as our economy is not integrated with that of a wider area. If we became part of the European Community, a completely new situation would, of course, exist. I think the international aspect of mergers is likely to become increasingly prominent. One can already see the first signs of mergers and rationalization across national frontiers, and the international company proper is of ever-growing importance in world trade. However, the need to supervize and restrain the power of monopolies in the United Kingdom, will remain so long

as there is not wholly free competition over national boundaries.

No doubt we should, at some point, need further changes in the legislation on monopolies and restrictive practices. It was difficult to forecast the form they would take. The additions and amendments to this legislation over the last 20 years had resulted partly from the experience gained, with the passage of time, of the operation of the original legislation and of successive amendments to it. This must be true of any legislation since no body of men, not even the House of Commons, could be wise enough fully to foresee the way their legislation would work out in practice. Furthermore, the evolution of the legislation was also largely the product of a changing – and, he hoped, improving – understanding of the process of industrial development and technological innovation. This gave rise to changes in the objectives of economic policy, so that the legal framework for the implementation of this policy needed to be continuously adapted.

'Finally," the President said, 'institutions change; and the economic environment within which business operates is very different now from that in which early thinking about monopoly policy took place. So it would be foolish to pretend that the present state of the legislation was somehow final and perfect, or that the present instruments of policy are perfectly adapted to the task that they have to perform in the world today. We shall need continuously to reappraise the legislation and the institutional instruments of monopoly policy.'

'Practice of refusal to supply' referred to Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, asked the Monopolies Commission on October 11 to make a report on the general effect on the public interest of the practice of refusal to supply. A copy of the request which was sent to the Monopolies Commission is published below.

Any person or organization wishing to offer evidence in relation to this matter should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Notes:

The Board of Trade are empowered by Section 5 of the Monopolies and Mergers Act, 1965, to require the Commission to submit to them a report on the general effect on the public interest of practices of a specified class which are commonly adopted as a result of or for the purpose of preserving conditions of monopoly, or of any specified practices which appear to the Board to have the effect of preventing, restricting or distorting competition in connection with the production or supply of goods or services.

It was a general report on collective discrimination from the Commission under the Monopolies and Restrictive Practices (Inquiry and Control) Act, 1948, which preceded the enactment of the Restrictive Trade Practices Act, 1956. Although the Board of Trade have no power to implement by order any recommendations of the Monopolies Commission made in reports under Section 5 of the 1965 Act, the recommendations of the Commission will provide valuable guidance for future action and legislation.

The Commission at present have two other section 5 investigations in hand in relation to (a) restrictive practices in the supply of professional services and (b) the practice of recommending resale prices.

MONOPOLIES AND MERGERS ACT, 1965

Requirement for a report under Section 5 in respect of the practice of refusing to supply goods and the practice of entering into exclusive agreements.

The Board of Trade acting in pursuance of the powers conferred upon them by Section 5 of the Monopolies and Mergers Act, 1965, hereby require the Monopolies Commission to submit to them a report upon the general effect on the public interest of the following practices, namely:

(a) refusing to supply goods of any description to any person or class of persons for the purpose of his or their business; and
(b) entering into excluive supply agreements, that is to say agreements to supply goods under which the supplier accepts restrictions which may require him to refuse to supply similar goods to other persons:

Provided that the Commission shall not consider for the purposes of their report:

(a) any agreement relating to the supply of goods to or for export from the United Kingdom or any refusal to supply goods to or for export;
(b) any agreement to which Part I of the Restrictive Trade Practices Act, 1956, applies.

In this instrument 'refusing to supply' includes refusing to supply goods to a person or class of persons except at prices or upon terms as to credit, discount or otherwise which are so disadvantageous as to be likely to deter that person or persons of that class from acquiring those goods.

Fire insurance referred to the Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, has decided to ask the Monopolies Commission to investigate the supply of fire insurance.

Notes:

Under the Monopolies and Mergers Act, 1965, the Board of Trade are empowered to make references to the Commission in relation to the supply of services in any case where it appears that monopoly conditions prevail. Examples of monopoly conditions defined in the legislation are:

(i) where at least one-third of all the goods or services of a particular description supplied in the United Kingdom are supplied by one firm, or two or more firms forming part of a group;
(ii) where several firms, who together supply one-third or more of goods or services of a particular description, are so conducting their affairs, whether by agreement or arrangement or not, as to restrict competition in the supply of the goods or services (except where they are doing so in pursuance of an agreement which is registrable under the Restrictive Trade Practices Act, 1956, and so susceptible to examination by the Restrictive Practices Court).

The decision to make a reference to the Monopolies Commission is not intended in any way to prejudge the question whether or not monopoly conditions or practices exist which operate against the public interest. It is for the Monopolies Commission to consider where the public interest lies in the light of a thorough investigation into the facts.

The exact terms of the reference to the Monopolies Commission are not being published immediately. It is normal practice for firms concerned to have an opportunity to comment before the terms of the reference are settled. The reference will be published when it is sent to the Monopolies Commission.

The Monopolies Commission have monopoly references under investigation relating to beer; estate agents' services; rods for cigarette filter tips and metal containers.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following four proposed mergers to the Monopolies Commission under the provisions of that Act:

(1) British Leyland Motor Corporation Ltd. and L. Sterne and Co. Ltd.
(2) Otis Elevator Co. Ltd. and Hall Lifts and Escalators Ltd.
(3) Acquisition of further interest in Imperial Aluminium Co. Ltd. by Aluminium Co. of America.
(4) British Insulated Callenders Cables Ltd. and F. McNeill Holdings Ltd.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (*Addresses on page 1060 of this issue.*)

Restrictive Trade Practices Act, 1956 Removal from the Register of ten agreements under Section 12

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register the following agreements subsisting between:

(i) the members of the British Turkey Federation;
(ii) the members of the Millinery Guild;
(iii) the members of the London Fruit Exchange Brokers' Association;
(iv) Arrow Construction Equipment Ltd. and Bristol Plant Hire Ltd.;
(v) Associated Electrical Industries Ltd.; British Insulated Callender's Cables Ltd. and Heavy Electricals (Private) Ltd.;
(vi) Associated Electrical Industries Ltd.; the English Electric Company Ltd. and Heavy Electricals (Private) Ltd.;
(vii) the members of the Fruit Importers' Association (Liverpool) Ltd.;
(viii) the members of the National Association of Drop Forgers and Stampers;
(ix) the members of the Motor Agents' Association Ltd.;
(x) the members of the Millinery Distributors' Association.

Section 12 of the Restrictive Trade Practices Act provides that the Board of Trade may, upon representation from the Registrar, give directions authorizing him to remove from the Registrar particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12 (3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate and this was done on October 14.

Notes:

The agreements to be removed from the Register relate respectively to the following:

(i) the British Turkey Federation, whose members have agreed to pay annual subscriptions at rates which vary according to each member's production of turkeys;
(ii) the Millinery Guild which recommends the terms of settlement discounts to be offered by its members;
(iii) the London Fruit Exchange Brokers' Association Ltd. which recommends the terms and conditions on which its members should sell fruit;
(iv) a sole agency agreement between Arrow Construction Equipment Ltd. and Bristol Plant Hire Ltd. relating to mobile hydraulic hammers under which Bristol Plant Hire have undertaken not to sell similar equipment manufactured by other firms, or solicit orders outside their alloted area in return for the sole agency;
(v) AEI, BICC and Heavy Electricals (Private) Ltd. concerning a consultancy arrangement relating to the manufacture of paper dielectric capacitators in India under which exports of the finished goods to the United Kingdom are prohibited;
(vi) AEI, the English Electric Co. Ltd. and Heavy Electricals (Private) Ltd. concerning a similar consultancy arrangement relating to the manufacture of hydraulic turbines and ancillary equipment in India under which exports of the finished goods to the United Kingdom are prohibited;
(vii) the members of the Fruit Importers' Association (Liverpool) Ltd. who have agreed upon the terms and conditions on which fruit should be offered for sale; and
(viii) the National Association of Drop Forgers and Stampers which recommends the terms and conditions on which its members should supply drop forgings;
(ix) the Motor Agents' Association which recommends its members to use its order form when selling new and second-hand vehicles;
(x) the Millinery Distributors' Association which makes recommendations to its members relating to settlement discounts, the holding of stock by manufacturers and the apportionment of minor costs in respect of hat tickets, boxes, labels and tabs.

The Board of Trade have previously issued 108 directions, the most recent of these appeared in the *Board of Trade Journal* on July 26, 1968 (page 220).

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

BILLINGHAM:
Queensway House, West Precinct,
Town Centre, Billingham, Co. Durham.
Tel.: 0642 53677. Telex: 58608.
Answer Back: INGRA BILLHAM.

BOOTLE:
St. Peter's House,
Stanley Precinct, Bootle 20,
Lancashire.
Tel.: 051-922 4030. Telex: 627162.
Answer Back: INGRA BOOTLE.

CARDIFF:
24-26 Newport Road, Cardiff, CF2 ISY.
Tel.: 0222 42611. Telex: 49538.
Answer Back: INGRA CARDIFF.

GLASGOW:
Magnet House, 71 Waterloo Street,
Glasgow, C.2.
Tel.: 041-221 9833. Telex: 77583.
Answer Back: BOT GLASGOW.

SOUTHEND:
Colman House, Victoria Avenue,
Southend-on-Sea, Essex.
Tel.: 0702 41341. Telex: 99288.
Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

President's message to Cinematograph Films Council

MR. ANTHONY CROSLAND, President of the Board of Trade, sent the following message to the Cinematograph Films Council on the occasion of their 200th meeting on October 17:

'I have observed that this gathering is the 200th meeting of the Cinematograph Films Council, which held its first meeting on June 29, 1938.

'I would not like to let this occasion pass without expressing my gratitude to all the members for their advice and assistance. The activities of the Council inevitably make considerable demands on members, and I am keenly appreciative of the public-spirited way in which you all continue to devote so much time and energy to this work. This country has become one of the world's major centres of film production and the advice of the Council, which has now been available to myself and my predecessors for over thirty years, has undoubtedly contributed in no small measure to this achievement.'

Mrs. Dunwoody calls for initiative and hard work in the cinema industry

'I DO NOT share the gloomy views of those who think that the cinema is dying,' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, at the Society of Cinema Managers' luncheon in London on October 15, to mark the formation of the Institute of Cinema Managers. 'On the contrary', continued Mrs. Dunwoody, 'I believe that if all concerned, whether as employers or employees, with production, distribution and exhibition, pull their weight, the cinema can look forward to a bright future. But it will have work for it. We can't afford inefficiency or slap-dash methods in any branch of our national life. Whatever our occupation, we must keep up with modern techniques or go under.'

Mrs. Dunwoody warned that if the cinema was to maintain or increase its audience, it must make itself attractive. 'Of course you need as many films as possible of wide popular appeal, and in this you have a common interest with the producers and distributors. They too depend for their commercial success on the production and distribution of box-office winners, and where there is so marked a common interest I have no doubt that the value of mutual exchanges of views and of co-operation generally is fully recognized by all sections of the industry.'

But however entertaining a film might be, people would not go to see it unless it was adequately advertised in the widest sense of the word and unless they could see it in pleasant surroundings. 'Pleasant surroundings don't just happen,' said Mrs. Dunwoody. 'They call for imagination, enterprise, initiative and know-how on the part of the cinema managers.'

The days when a cinema could be filled night after night without any effort on the part of the management were gone for ever. In 1946 there were about 1,600 million attendances at cinemas in Great Britain. Last year there were just over 260 million. In attempting to win back some of its lost audience, the cinema had to face competition from a host of rival attractions. People no longer went to the cinema to keep out of the cold or to escape from slum houses. The general standard of living had risen so that people could afford to spend their leisure in plenty of different ways.

The value of the local cinema manager is this highly competitive situation was then stressed by Mrs. Dunwoody, who spoke of the many qualifications required for this job.

General Annual Report on companies for 1967

THE COMPANIES General Annual Report for 1967 was published on October 14.

The number of new companies registered in 1967 was 31,292, an increase of about 3,000 on the number for the previous year. Nearly all the registrations were of private companies.

The total number of companies on the registers now exceeds 569,000 of which over 553,000 are private companies.

During the year 17,751 companies were dissolved or struck off the register and winding up proceedings were begun in 8,869 cases, of which 1,280 were compulsory liquidations.

The report gives information about some of the responsibilities of the Board of Trade under the Companies Act, 1948 to 1967. Reference is made to the Board's powers to investigate the affairs of companies, to the appointment of inspectors and to prosecutions by the Board. The report includes a list of the companies which have satisfied the Board that they should be treated for the purposes of Schedule 8 to the 1948 Act as banking or discount companies.

The Companies Registration Office received some 1,268,000 documents for filing during the year and there were some 1,103,600 public inspections of files, considerably more than double the number 10 years ago.

Copies of the Companies General Annual Report for 1967 are available, price 4s., from HMSO, 49 High Holborn,, London W.C.2, and branches. Post orders (price 4s. 4d.) to HMSO, PO Box 569, London, S.E.1.

Ministry of Technology backs levy for hosiery and knitwear research

SPEAKING AT A LUNCH held to mark the formal opening of a new £133,000 extension to the Hosiery and Allied Trades Research Association's premises in Nottingham, Mr. Gerald Fowler Joint Parliamentary Secretary, Ministry of Technology, said:

'I must make special reference to the very valuable work of the Research Association in dealing with the day to day problems of the industry. HATRA's service in this field is second to none. I understand that last year over 3,000 technical inquiries and fault problems were dealt with. These achievements promise a rich dividend in the future. They should attract increased investment from industry. But the income of HATRA from industrial subscriptions has remained virtually static at £60,000 per year over the past nine years. The proposed statutory levy which is to be implemented in the new year will raise this figure to £104,000 but even so is equivalent to a mere 6s. 8d. per £1,000 of net industrial turnover. This is not much for a growing industry, which has a gross output of about £400 million. The Ministry of Technology strongly backs the proposal for a statutory levy and hopes that this will see the beginning of the end of the financial troubles which have beset HATRA for so many years.

'The National Hosiery Manufacturers' Federation has shown great vision by giving substantial aid towards the construction of these new buildings and by agreeing to share the accommodation provided. This will foster closer liaison between itself and the Research Association and I am delighted at this demonstration of solidarity and support from the trade.'

Clothing EDC sponsors development study

A STUDY of the clothing industry, aimed at forecasting future developments in clothes, fashion and the market in five to 10 years time, is to be sponsored by the Clothing Economic Development Committee. The study will form the first stage of a two-part examination of the industry's future economic development.

Associated Industrial Consultants Ltd., has been engaged by the National Economic Development Office to undertake the study. The research team will be led by Mr. A. E. L. Morgan, manager of the company's Economics and Marketing Division.

Productivity techniques in the clothing industry

AT THE request of the Clothing Economic Development Committee a survey was carried out by the British Productivity Council in London and Leeds to determine the extent to which selected productivity techniques are being used in the clothing industry. The results of this survey are published in the September issue of the EDC's Newsletter – 4.

Arising from the report, the EDC has asked the British Productivity Council to organize a pilot seminar on work study, method study and work measurement exclusively for the industry. Mr. N. Shuttleworth, of J. Hepworth and Sons Ltd., has agreed to chair this pilot seminar in Leeds on October 30. Application for places at this seminar can be obtained either from the National Economic Development Office or the British Productivity Council.

Communique on Rhodesia talks

THE FOLLOWING communique was issued on October 13 at the end of the talks on board HMS Fearless in Gibraltar, between Mr. Harold Wilson the Prime Minister and Mr. Ian Smith:

'The British and Rhodesian delegations have ended their Gibraltar talks after four days of intensive discussion.

'Both sides came to Gibraltar fully aware of the deep differences that existed between them, deriving from fundamental disagreement on major issues of principle.

'Nevertheless, both sides came determined to see whether it was possible to reach agreement on a just, honourable, and lasting settlement of the problems of Rhodesia.

'In the course of over 30 hours of discussions, some progress was made, but disagreement on fundamental issues still remains.

'The Prime Minister (Mr. Wilson) and his colleagues therefore gave to Mr. Smith a document setting out a basis on which, subject to the approval of the British Cabinet, a Rhodesian independence settlement would be introduced in Parliament.

'Mr. Smith and his colleagues have taken this document away for consideration with their colleagues in Salisbury.

'It was agreed that adequate time should be allowed for this consideration.

'At the end of the talks, both sides recognized that a very wide gulf still remains between them on certain issues.

'The Prime Minister said that the Commonwealth Secretary, Mr. George Thomson, would be available to fly out to Salisbury if it was felt by Mr. Smith and his colleagues that this would assist them in their consideration of the document.'

The Prime Minister made a statement in Parliament on October 15 and a White Paper was published the same day.

British commercial representatives overseas: amendments

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* of September 13, 1968 should be further amended as follows:

ALGERIA – *delete* Mr. R. C. Robinson, MBE, and *substitute* Mr. S. Relton.

BULGARIA – *amend* telephone number to '885361/2'.

FRANCE – Lille: *add* at end of entry '(Telex 2022-82669 a/b Britain Lille)'.

GHANA – *delete* telex number and answer back (the High Commission no longer has telex facilities).

MEXICO – *delete* Mr. J. S. Chick, First Secretary (Commercial) and *substitute* Mr. K. J. Uffen, Counsellor (Commercial).

PARAGUAY – *insert* name of First Secretary (Commercial), 'Mr. A. G. L. Turner'.

The executives of George Angus and Co. Ltd., of Newcastle-upon-Tyne, discuss some points before leaving on a tour of Europe and the Far East. Seen are Mr. J. L. D. Straker, export manager (left), who accompanies Mr. Eric Leitner (centre) to Europe. Mr. K. M. Guild, area manager, will visit the Far East and Australia.

Mr. E. R. B. Willetts (seated), managing director of Industrial Foundry Materials, Ltd., Stourbridge, who is to lead the Birmingham Chamber of Commerce trade mission to Milan (October 20-26), discussing details of the visit with some of the mission members. They are (from left to right) Mr. Frank Klonin, managing director, Manhattan Products (Birmingham), Ltd.; Mrs. Pat Westwood, export manager of Bishtons Ltd.; Mr. H. R. Perkins, sales director, Hayes Shell-Cast Ltd.; and Mr. Norman Gidney, chairman, Combat Engineering Ltd. Goods being promoted by these mission members include 'Steloy' shell core blowing machines, enamelled cuff links and regimental designs, silver and electro-plate ware, high duty iron castings for the hydraulics and engineering industries and oil-fired air heating equipment and burners. This will be the 40th Selling Mission to be sponsored by the Chamber since the British National Export Council began its scheme for outward missions in 1965.

Portsmouth send mission to N. America

A PARTY representing 17 member firms of the Portsmouth Chamber of Commerce will fly to Philadelphia for a two-week trade mission to the United States and Canada on November 9. They will be led by Major E. G. Harris, secretary of the Chamber.

This mission follows the first from South Hampshire organized by the Southampton Chamber in March of this year, which proved so successful that the Portsmouth Chamber was requested to be responsible for the follow-up.

The firms participating cover a wide range of products, including hand and pneumatic pruners and tools, press tools, push-button switches, flowmeters, wrapping machinery, transformers glassworking machinery, food preparing machinery, portable mixers for industrial use, canopies in kit form for petrol stations and industrial sites, data transmission equipment, electrostatic painting equipment, hospital equipment, and other electrical, electromechanical, and electronic equipment.

Motor manufacturers' mission to Japan

THE SOCIETY of Motor Manufacturers and Traders Ltd. is sending a small trade mission to Japan in the New Year. The party, at present comprised mainly of transport service equipment manufacturers, will be in Japan from February 8 to 22, 1969.

It is proposed to include agency arrangements where appropriate and visit existing agents. Visits will also be made to factories, major transport undertakings, oil companies, research and garage engineering associations in the Tokyo and Osaka areas. Mr. K. Wallis, the society's overseas executive for Australasia and the Far East will accompany the mission.

Toy mission to Japan

MR. L. C. SMITH, joint managing director of Lesney Products Co. Ltd., is the leader of a 14-man toy trade mission which left Britain on October 13 to spend 11 days in Japan in preparation for the Tokyo British Week in September 1969.

Members of the mission, who are senior executives of leading toy firms, will visit department stores, importers and wholesalers in a bid to persuade them to import and sell more British toys.

Another purpose of the mission will be to consider having an annual toy fair in Tokyo

Thai Minister of Finance visits Britain

DR. SERM VINICCHAYAKUL, the Thai Minister of Finance, visited Britain as guest of HM Government from October 14 to 18. A reception was given at Lancaster House for Dr. Serm on October 14 at which Mr. William Rodgers, Minister of State, Board of Trade, was the host.

Whilst in the United Kingdom, Dr. Serm has been having discussions with the Board of Trade, HM Treasury, the Export Credits Guarantee Department, the Foreign Office and the Bank of England. Included in his programme were visits to the Baltic and Stock Exchanges. Hospitality by the London Chamber of Commerce (who are shortly sending a high level mission to Thailand) and the Confederation of British Industry was arranged.

Imports of coffee

THE BOARD OF TRADE have issued Notice to Importers No. 1228 which supersedes Notice to Importers No. 1199 and subsequent memoranda. Notice to Importers No. 1228 details the licensing arrangements for coffee for the period October 1, 1968 to September 30, 1969.

International agreement on standard book-numbering

THE BRITISH Standards Institution announce that international agreements likely to lead to the saving of millions in eight of the world's largest publishing countries have been reached in London. The meeting was the first of a new committee of the International Organization for Standardization. All the eight countries – United States, France, Germany, United Kingdom, Netherlands, Switzerland, Denmark and Norway – have agreed in principal to adopt the standard book numbering system used in this country which has brought real advantages to publishers, wholesalers booksellers, and librarians here.

The existing system launched in Britain by the Publishers Association last year has already proved its value. Its simplicity for ordering, recording and stock control by computer has already led to the Greater London Council cutting administrative costs on educational books by one third. A standard international system would make a material contribution to our book export trade and requirements for foreign books.

The two days of discussion in London included a practical demonstration of the use of standard book numbering in alliance with the computer used by the GLC Supplies Department. Professor Foster, of Trinity College, Dublin, who devised the original scheme, put forward detailed proposals for extension of the system for international operation. The present system consists of nine numbers which eliminate entirely the need to quote author, title, and publisher. The new international numbers will consist of 10 digits, beginning with a group/country/language identifier and ending with a check digit for computer use. It is stressed, however, that the system brings considerable advantages to the smallest organization dealing with books.

The agreement reached here between the eight countries are likely to spread to a larger number of countries. A senior observer of UNESCO was present at the meetings and the USSR has already indicated its interest in such a system. The British organizations wholeheartedly supporting the scheme include the British National Bibliography, Standard Book Numbering Agency, Publishers Association, Library Association, Booksellers Association and Committee for Relations between the Librarian and the Book Trade.

EFTA Consultative Committee meeting

THE EFTA Consultative Committee is holding its half-yearly meeting today (Friday), in Geneva.

As usual, the Committee's agenda allows for a wide-ranging discussion of internal developments in EFTA and also includes a review of the prospects for European integration.

The Consultative Committee consists of representatives of business and the trade unions from each of the eight EFTA countries. Its function is to keep the EFTA Council informed of opinion among leaders of economic life in the member countries and to create a nucleus of informed opinion about EFTA.

The Committee's discussions will be reported to the EFTA Ministerial Council which will meet in Vienna on November 21-22.

The chairman is Mr. Otto Mitterer, the Austrian Federal Minister of Trade and Industry, who is the current chairman of the EFTA Council. Britain is represented by Sir Lincoln Steel and Mr. J. R. M. Whitehorn of the CBI, and two observers will be present: Mr. C. L. S. Cope for the CBI and Mr. D. Lee for the TUC.

Record attendance at packaging conference

A RECORD NUMBER of delegates attended the Institute of Packaging's Seventh National Conference with the theme: 'Packaging – The Challenge of Change', at Eastbourne on October 2-5. The conference was opened by Professor Asa Briggs, Professor of History, vice-chancellor, University of Sussex.

Apart from the conference sessions on October 4, there was a full programme of social events, and separate programme for the ladies.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	September 12, 1968	
1,009,757	Philco-Ford Corporation	Electrical signal apparatus for image scanning systems.
1,056,893	Standard Telephones and Cables Ltd.	Rotary multiposition switch.
1,094,154	Avon Rubber Company Ltd	Stub tube for an inflatable craft.
	September 13, 1968	
989,157	N.V. Maatschappij tot Exploiteren van Octrooien en Licenties "Matepa"	Stacking containers.
1,033,531	Philco-Ford Corporation	Character or the like scanning apparatus.
1,033,532	Philco-Ford Corporation	Apparatus for recognition of character and like electrical signals.
1,033,533	Philco-Ford Corporation	Character and the like electric signal recognition apparatus.
	September 18, 1968	
825,026	Schmidt Paul	An arrangement for the production of shock waves in rapid sequence inside a shock-wave chamber.
1,093,072	Gevaert Photo-Producten N.V.	Device for automatically unloading film sheet cassettes.
	September 19, 1968	
893,969	Ranney Method International Inc.	Improvements in or relating to wells.
	September 20, 1968	
861,095	Bertin et Cie	A ram-jet unit.
904,613	The British United Shoe Machinery Company Ltd	Sewing machines.
1,046,769	The British United Shoe Machinery Company Ltd	Improvements in or relating to sewing.
1,069,534	Gevaert-Agfa N.V.	Process for the preparation of 3-arylamino-2-pyragolin-5-one.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office,
London.

GORDON GRANT,
Comptroller.

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, OCTOBER 14

United Kingdom – Hong Kong trade

The President of the Board of Trade was asked what proportion of total visible trade between the United Kingdom and Hong Kong was represented by United Kingdom exports during the first half of 1968 and 1967; and what were the comparable figures for the whole of 1967, 1966 and 1965. In reply Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, gave the following information:

United Kingdom trade with Hong Kong

United Kingdom exports as a percentage of United Kingdom exports (f.o.b.), PLUS imports (c.i.f.)

1965	48
1966	45
1967	41
January—June 1967	44
January—June 1968	39

Asked what steps he was taking to arrest the deterioration of the United Kingdom's balance of visible trade with Hong Kong, Mrs. Dunwoody said that the Board of Trade, together with the British Trade Commission in Hong Kong and the BNEC Asia Committee, continued to do all they could to increase our exports to this important market, by encouraging and assisting exporters to exploit the opportunities open to them. Support was given to missions, trade fairs and store promotions and help was given to individual exporters.

Investment grants

The President was asked what proposals he had to review the conditions and criteria for allocating loans and grants to the shipping industry so as to encourage owners to build more ships in British shipbuilding yards, and if he would make a further statement on the financial support for the shipping and shipbuilding industry. In reply Mr. Edmund Dell, Minister of State, Board of Trade, said that the purpose of investment grants was to encourage investment in new shipping by British shipping companies. Questions about the credit guarantee scheme for domestic ship orders under the Shipbuilding Industry Act should be addressed to the Minister of Technology.

In reply to a further question as to what was the cost of investment grants in the last full year; and what estimate he had made for next year, he said that the cost of investment grants during the financial year 1967-8 was approximately £315 million. The estimate for 1968-9 was £380 million as published in the Civil Estimates 1968-69 (HC 126).

Shipyards' merger

In reply to a questioner who asked what arrangements he had made to protect the public investment involved in the modernization of the Furness shipbuilding yard in the event of the closure of the yard, Mrs. Dunwoody said: 'I understand that the Furness shipyard is to be acquired by Swan Hunter and Tyne Shipbuilders Ltd. and will continue in operation. The provision of Board of Trade assistance is always subject to appropriate safeguards which come into effect if a business in receipt of such assistance closes.'

SET refund payments

A member asked how much refunds of selective employment tax payments in respect of the reservation and traffic offices of the British Overseas Airways Corporation and British European Airways amounted to during the last year. In reply Mr. William Rodgers, Minister of State, Board of Trade, said that refunds of selective employment tax payments to the Air Corporation were not analyzed by categories of work but, in respect of their last financial year, BOAC estimated that the refunds attributable to the reservation and traffic staff amounted to some £85,000 and BEA to some £190,000.

Aviation and Shipping

Handley Page's first production Jetstream aircraft was moved at Radlett aerodrome, Herts., from the new 102,000 sq. ft. B.1 hangar, where Jetstreams are being built, to the adjoining final-production hall (of 420,000 sq. ft.) for pre-flight equipping. This Jetstream will be flown during November to the United States where it will go into airline service. Handley Page is gearing its Jetstream production rate to 15 a month, or two each three working days, in order to satisfy quickly current orders (worth £40 million) for 176 aircraft.

Italian marine experts on visit to Britain

A PARTY of 14 senior executives from Italian shipbuilding or ship operating organizations is currently visiting Britain as the guests of member companies of the Electronic Engineering Association.

The visit, which is sponsored by the EEA's Maritime Division jointly with the BNEC, will afford members of the party the opportunity to visit eight major firms where they will inspect and discuss the latest maritime electronic navigational aids and communications equipment along with the advanced marine systems in which these are incorporated – a field in which British companies excel.

In marine radars, for example, Britain already supplies over 80 per cent of the world's shipping that normally carries such equipment.

The visit ends on October 23.

BAC conduct world-wide export survey

THREE technical and sales teams from the Weybridge Division of British Aircraft Corporation have left London to begin airline discussions on the proposed new British jetliner the BAC 3—11.

One team is visiting Japan, the second the United States, and the third is touring Europe.

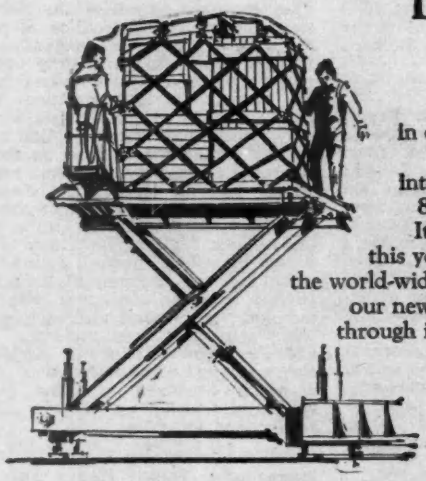
This on-the-spot market survey for the 200-220 seater BAC 3-11 is an immediate follow-up on the interest shown at Farnborough when BAC displayed a model of the new aircraft with its wide 'drawing room look' fuselarge and its new technology low-noise engines.

The successful BAC One-Eleven, sales of which already top the £200 million mark, was launched as a result of similar discussions with the world's airlines.

Civil aircraft accident report

THE BOARD OF TRADE has published the Report on the Accident to Cessna 210D Centurion G-ASPO near Rotherscope, Northampton, on December 6, 1967 (copies from HMSO, 49 High Holborn, London, W.C.1, and branches, price 2s. 9d.).

Introducing the 16-ton look for Italy-bound freight



We can fly your freight to Italy 16 tons at a time—in our new all-cargo fully-palletised DC9F jets.*

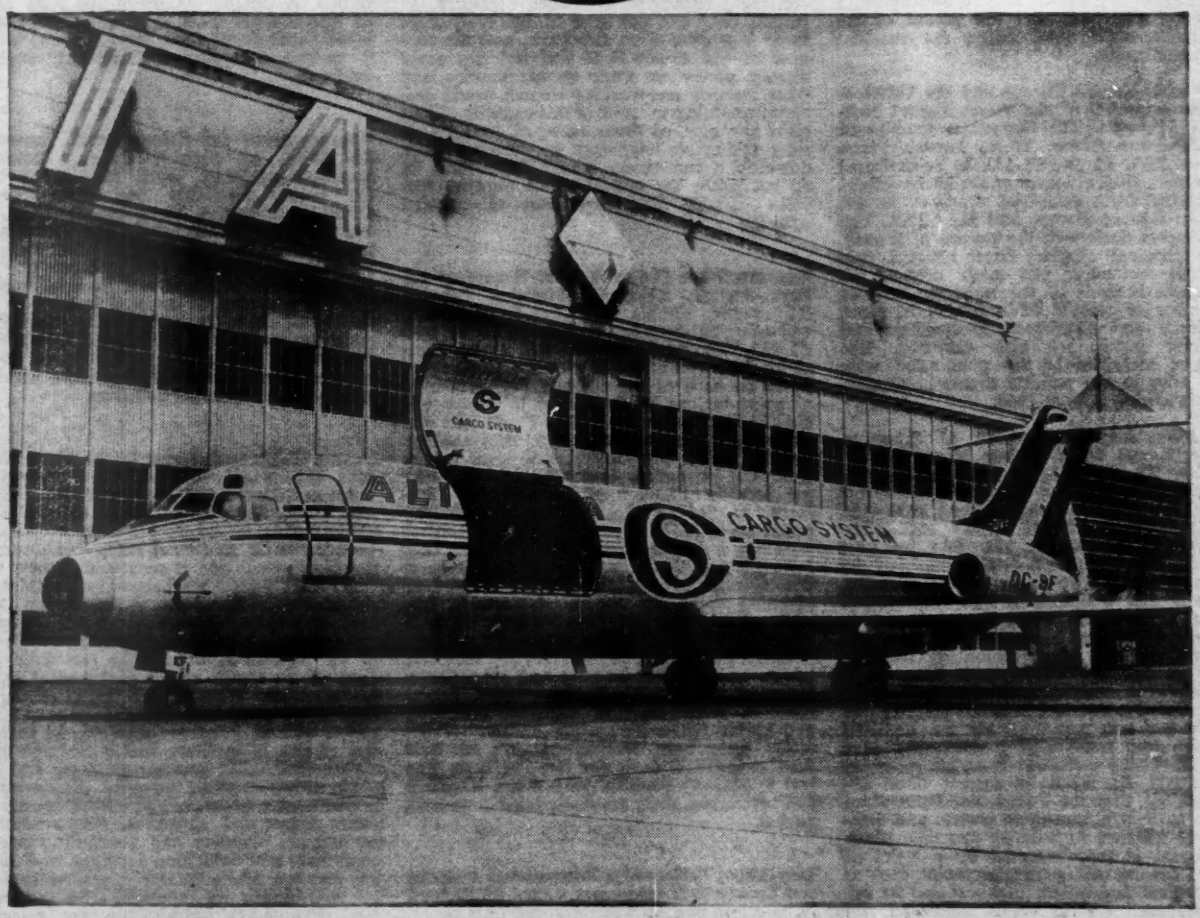
Total capacity 4,225 cu. ft. Taking eight standard International pallets 88" × 108", plus two 88" × 53"—or six 88" × 125"—or a combination of any three.

It's all part of the new Alitalia cargo system—coming in this year to shift even more of your freight even faster through the world-wide Alitalia cargo network. On arrival at Fiumicino Airport our new fully automated Cargo Terminal zips your freight through in an hour or less. Providing convenient connections to Africa, the Far East and Australasia.

*In Co-operation with BEA

See your Forwarding Agent. Or call us direct—we have offices in London, Birmingham, Manchester, Glasgow and Dublin.

ALITALIA CARGO SYSTEM



New Books

Trade Mission to the Canary Islands and West Africa 28 January – 18 February 1968. (16 pages. Birmingham Chamber of Commerce and Industry, 75 Harborne Road, Edgbaston, Birmingham 15. 4s.) Earlier this year, the Birmingham Chamber of Commerce and Industry, sponsored a trade mission to the Canary Islands, Ivory Coast, Ghana and Nigeria. The members' interests ranged from buildings and agricultural equipment to motor car accessories and foodstuffs. Members were more than satisfied with the immediate results which were achieved and are confident that long-term business will prove to be considerable, despite French orientation in the Ivory Coast and economic and political difficulties in Ghana and Nigeria. Members were impressed by their reception throughout and with the great interest which was taken in British products. The mission was told on every side that consumer demand in West African countries is becoming more and more sophisticated, and British exporters were criticised for not taking advantage of this. The move towards sophistication is made readily apparent in dress, make-up and domestic requirements in general. Now that these territories are becoming more stable, there will be increasing opportunities for British sales, especially so in Nigeria during and after the period of rehabilitation which must follow the cessation of internal strife.

Trade with Eastern Europe and the USSR:— A New Appraisal of the West's Export Prospects. (54 pages. The Economist Intelligence Unit, Spencer House, 27 St. James's Place, London SWI. £3 5s., £2 15s. to subscribers.) This report gives estimates of the likely volume of exports from industrial suppliers in the West to Eastern Europe and the USSR. The first chapter deals with the pattern of growth, and subsequent chapters cover national procurement estimates. For each country an assessment is made of the scope for imports. A number of specific fields, foodstuffs, plant, machinery and equipment, intermediate and consumer goods are also discussed. The estimates contained in this publication were made prior to the political events in Czechoslavakia during August 1968.

The Flow into Employment of Scientists, Engineers, and Technologists: Report of the Working Group on Manpower for Scientific Growth. Committee on Manpower Resources for Science and Technology. Cmnd 3760. (186 pages. Available from HMSO and other Government bookshops, 17s. 6d.; by post 18s. 6d.) This report is a detailed study of the imbalances in the flow of qualified scientists, engineers and technologists into employment. The working group, under the chairmanship of Professor Michael Swann, finds in particular that the present concentration of scientific talent in the universities and Government establishments, coupled with the brain drain, has produced a situation in which industry and schools are not recruiting all the qualified scientific and technological manpower they need. The group recommends certain measures that should be taken to correct these imbalances, so that the future development of science in Britain, economic growth and technological advance in industry can take place. The report is complemented by a series of annexes dealing with particular topics, such as technological innovation, mobility and so on. The comparative study of the education and employment of highly specialized graduates in the United Kingdom and United States which appears in Annex F, is also available in expanded form as **The Employment of Highly Specialised Graduates: a Comparative Study in the U.K. and U.S.A.**, by M. C. McCarthy. (36 pages. Available from HMSO and Government bookshops, price 4s. 6d., by post 4s. 10d.) This version is produced as number 3 in the Department of Education and Science's *Science policy studies*.

Technological Innovation in Britain: Report of the Central Advisory Council for Science and Technology. (25 pages. Available from HMSO and Government bookshops, 3s. 6d.; by post 3s. 10d.) The Council, under the chairmanship of Sir Solly Zuckerman, examines the problems involved with successful innovation, both from the Government's and industry's research and development effort. Throughout the report the term 'technological innovation' is used in a general sense to denote the technical, industrial and commercial steps which lead to the marketing of new manufactured products and to the commercial use of new technical processes and equipment. The report makes a number of recommendations to the Government that are designed to foster conditions that promote, both in the short and long terms, effective technological innovation.

A Profile of the Temporary Female Worker in Modern Society. (25 pages. Available from Statistics & Research Department, Manpower Ltd., 2-6 Notting Hill Gate, London W11.) The role of the temporary worker is becoming increasingly important to modern industry. In Britain only one per cent of the total work force is employed on this basis, and the purpose of this survey is to find out why some women prefer to work as temporaries and what married non-working women would feel about returning to work in this capacity. Sixty-eight per cent of those surveyed would consider taking up temporary employment when domestic circumstances would allow them to do so. There are several tables showing previous training and experience of married women.

East Anglia, a Study: A First Report of the East Anglian Economic Planning Council. (164 pages. HMSO. Available from HMSO and other Government bookshops. £2; by post £2 2s.) The publication of this report completes the series of initial planning studies prepared on each of the eight English economic planning regions by its council. The report is divided into two parts. Part I sets out the Council's views on the longer term strategy for the region and recommends more money for roads, no further overspill proposals (with the possible exception of Norwich and Thetford), a flexible distribution of industrial policy and the lifting of the present control on office development. It believes that the best form of growth in East Anglia would be a development of the city region concept of planning round the centres of Norwich, Ipswich, Cambridge and Peterborough. Part II provides statistical tables under the general headings population, employment and industry, leisure and tourism, incomes and expenditure, transport and communications, ports, power supplies, water supplies, housing, education and health and welfare services. Many of the tables have been worked out on an East Anglian regional basis for the first time. The text is liberally supplied with maps, diagrams and tables, and there are three maps in an end-pocket.

The Global Partnership: International Agencies and Economic Development, edited by Richard N. Gardner and Max F. Millikan. (508 pages. Published by Praeger. Distributed by Pall Mall. £3 19s.) Twenty essays by leading authorities on international economic co-operation are reprinted in this volume. They first appeared in a special issue of the World Peace Foundations quarterly journal *International Organization* (vol. 22, No. 1, Winter 1968). They chart the growth of 'the global partnership' directed at the abolition of poverty and the work of the various international agencies through which the partnership operates. The purpose of the essays is to examine critically the potentialities and limitations of international agencies in the struggle for economic development, focusing on political and administrative questions as well as on the economic issues. The organizations dealt with are the United Nations, GATT, UN Conference on Trade and Development, International Monetary Fund, the World Bank Group, OECD and the Alliance for Progress. Other contributions discuss the role of trade in economic development, regional development financing, multilateral technical assistance, the consortia technique, multilateral assistance, private foreign investment and science, technology and development. A world population plan and a world development plan are among proposals contained in other essays. The volume also includes a 16 page select bibliography, and an index.

International Trade, Theory and Empirical Evidence, by H. Robert Heller. (201 pages. Prentice-Hall. £3 3s.) The purpose of this book is to assemble the minimum frame-work required for an understanding of international trade problems. The approach is geometric throughout. and no use of mathematics is required. A concise outline of the pure theory of international trade is provided, leaving all institutional detail aside. Most chapters include a section surveying the relevant empirical evidence.

Encouragement for Enterprise: A Report on the Work of Scottish Country Industries Development Trust. April 1966-March 1968. (35 pages. Available free from Scottish Country Industries Development Trust, 27 Walker Street, Edinburgh 3.) The Trust's assistance, which is normally free, takes the form of professional advice and guidance on technical, commercial, legal and financial matters, and the provision of practical instruction in a variety of skills. In order to be eligible for assistance a firm must be small in size and therefore it will probably lack some of the managerial and technical experience which is usually found in larger concerns.

Buyers Guide to Industry in the North West, 1968. (539 pages. Lancashire and Merseyside Industrial Development Association, Brazennose House, Brazennose Street, Manchester 2. £2 2s.) This is the first edition of what is intended to be an annual guide to industry in the North-west; and it constitutes a new venture on the part of the Lancashire and Merseyside Industrial Development Association in its task of assisting manufacturers and commercial enterprises to make the best possible use of the region's potential. The two main sections of the *Guide* are an alphabetical list of manufacturing firms in the region (excluding only those with less than twelve employees) giving address, telephone number and particulars of line of business; and a comprehensive alphabetical index to their products and services. Other sections comprise directories of professional services such as advertising agents, estate agents and surveyors, public relations consultants, shipping and forwarding agents, conference and exhibition facilities, and banking services. There is also a section containing information on industrial sites and commercial property available in the principal towns in the region.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
October 22-24	Technical and miscellaneous stores	The Lido Ballroom, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

2-ton industrial trucks; fork lift trucks; generating sets; charging sets; fire pump trailers; oxygen cutting and welding sets; miscellaneous wireless and communications equipment and spares; motor vehicle spares; hydraulic and other jacks; gravity rollers; machine tools; hand tools and tool kits; binoculars; watches; theodolites; photographic equipment; electronic equipment; 4- and 2-way steel pallets; metal safes; musical instruments; amosite and asbestos pipe lagging; clothing and textiles including large quantities of white and coloured blankets; raincoats; dress trousers; B.D. and serge trousers and blouses; woollen jerseys; drill shorts; shirts; vests; carpets; canvas and web haversacks and packs; large quantity aircraft and M.T. tyres; scrap webbing, canvas, mixed rags, etc.; large quantities of furniture; kitchenware and general stores.

October 31	Miscellaneous' stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews, Cross Plymouth. (Tel. 69292).

Machine tools; industrial fork lift truck; light fire pump trailer; 27½ KVA generator; transformers; miscellaneous electrical equipment; binoculars; watches; miscellaneous vehicle spares; wooden boxes; clothing and textiles including greatcoats; raincoats; BD trousers and blouses; ankle boots; berets; shirts; foul weather clothing; haversacks; woollen and mixed rags; old webbing; tentage; carpets, etc.; and large quantities of other general stores.

November 5-6	Plant and equipment, miscellaneous stores	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073).

Steam driven and other generators; Le Blond lathes; pile hammers; compressors; diaphragm and centrifugal pumps; pulley and snatch blocks; shackles tool boxes, etc.; electrical, engineering, wireless, generator and vehicle spares; compasses; compass master indicators; gyro sets; pocket watches; furniture including lockers; cabinets; wardrobes; chairs; tables; desks; carpets, etc.; kitchen equipment; metal safes; hand tools; aircraft and M.T. tyres; clothing including jerkins; battle dress blouses; women's raincoats; khaki shirts; white shirts; vests; drawers; footless stockings; thin socks; cap comforters; greatcoats; skirts and other clothing.

November 12	Miscellaneous stores	Command Ordnance Sub-Depot, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171).

Machine tools; miscellaneous vehicle spares; Rolls-Royce, Commer and Petter engines; charging sets; generating sets; Coventry Climax fire pumps; pneumatic concrete breakers; 3-ton portable runways with chain block and tackle hoists; miscellaneous hand tools; batteries; musical instruments; scrap metals and rubber; collapsible wooden boxes; office and household furniture; clothing including women's blue slacks, skirts and raincoats; greatcoats; B.D. blouses and trousers; web belts, anklets, packs and haversacks; groundsheets and other general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Single-spindle chucking autos; vertical borers; pillar and radial drills; plain, internal, surface and universal grinders; gear hobber; capstan, turret and centre lathes; horizontal, vertical and universal millers; thread rolling machines; press; straightening rolls; sawing, shaping and tapping machines, etc. Located at Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs. Permission to view on presentation of Tender Forms only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m., November 7, 1968.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales to be held at WINCHESTER on October 22-24, and at BICESTER on November 5-6, 1968. They will be lotted in sizes and most lots will not exceed 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers:

WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.
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Those are the incentives. Ask yourself what investment in plant and technology your business needs to be fully competitive in world markets. Then you'll realise that it makes sense to invest in these areas where costs are so much less.

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ADDRESS_____

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TYPE OF BUSINESS_____ BTJ 16

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Telephone 01-222 7877 Ext. 3333.
Or your nearest Board of Trade Regional Office.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCK			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	124	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	178	+ 39	— 8	— 7	+14
2nd quarter	133	133	170	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	134	133	173	166	133	102	172	125	164	207	189	+ 32	— 18	—16	—20
4th quarter	134 (1)	136	174	169	135	104	173	125	163	211	193	+ 49(1)	— 32	+ 5	+ 2
1968															
1st quarter	136 (1)	137	179	176	140	106	175	121	183	212	193	—119(1)	—116	+ 3	+46
2nd quarter		138				102		121	168				+ 43	+12	Nil
1968															
February		137				105									
March		138				107									
April		137				102									
May		138				100									
June		139				103									
July		139*				102									
August		141*				104									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average			Quarter or quarterly average	at current prices	
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.					—	—	—					3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193		121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240		130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567		148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784		150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821		158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411		168	155	—404
1967														
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392		164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419		167	160	—107
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472		162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359		178	138	—302
1968														
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225		203	181	—168
2nd quarter	138	125*	125·0	+4·5	122·8	141·3	185·7	550	180			201	180	—169
3rd quarter					122·1*	141·5*		580	182			209*	196*	
1968														
February	143	116	122·2	+3·0	125·7	139·2	184·8	503	185			208	183	
March	142	117	122·6	+3·4	126·8	140·6	185·3	509	184			206	181	
April	142	120*	124·8	+4·4	123·5	141·1	185·5	535	180			203	180	
May	140	123*	124·9	+4·6	122·0	141·3	185·8	545	181			207	178	
June	138	125*	125·4	+4·6	122·9	141·5	186·0	569	178			193	182	
July	138*	125*	125·5	+5·3	121·9	141·6	186·7	580	180			210	188	
August			125·7	+5·7	121·8*	141·5*	187·2	585	179			209	199	
September					122·5*	141·6*		575	186			207*	201*	

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom Trade in September

Exports

EXPORTS HAVE been expanding at a fast rate in recent months. In September they rose again to a total of £544 million, seasonally adjusted. The further rise of £6 million in September followed substantial increases in each of the three preceding months.

Exports in the third quarter averaged £531 million, 8½ per cent or £42 million a month more than in the second quarter. This would of course, be a quite exceptional rate of growth to maintain over a long period and the recent figures could have owed something to erratic factors. Nevertheless it is clear that there has been a strong upward trend.

Exports in the third quarter were 25 per cent higher by value than the average in the second and third quarters of last year before devaluation. About three-fifths of this rise reflects an increase in volume; this rate of growth is markedly faster than at any time in recent years.

Deliveries to all the main markets have increased in recent months. The growth has been particularly strong to North America, with exports substantially higher in the third quarter than in the second; the increase partly reflects a speeding up of shipments on account of the threatened dock strike in the United States. Exports to the EEC countries increased by 5 per cent between the two quarters, but about half this increase was due to some postponement of exports to France from the second to the third quarter. After little growth in the early part of this year, exports to the EFTA countries rose sharply, by 14 per cent, between the second and third quarters.

There are now signs of a renewed growth in exports to the sterling area after the decline during the first half of the year. There were increases between the second and third quarters in exports to the four main developed countries of the area (Australia, New Zealand, South Africa and the Irish Republic). Deliveries to Latin America were a little lower in the third quarter but exports to the Soviet Union and Eastern Europe maintained the high level reached at the beginning of the year. Exports to the 'rest of the world' group of countries have shown particularly strong growth in recent months, partly owing to increased deliveries of ships and aircraft.

The strong growth of exports has been spread over a wide range of commodities. There have been particularly sharp increases in exports of beverages, partly reflecting accelerated deliveries of whisky to the United States, and in exports of fuels and of 'other manufactures', which includes diamonds. Exports of machinery increased by 5 per cent between the second and third quarters. Shipments of road motor vehicles have recovered strongly from their decline in 1967; in July to September they were 12 per cent higher than in the previous three months.

Table 1A. Seasonally adjusted values

£ million per month

	Exports f.o.b.	Imports c.i.f.		Re-exports f.o.b.	Visible trade balance†
		Total	Excluding US military aircraft, etc.		
1966	421	496		16	— 8
1967	419	537	533	15	— 45
1966 1st quarter	412	508		16	— 23
2nd quarter	397	492		16	— 33
3rd quarter	428	513		15	— 19
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 6
2nd quarter	428	530	525	15	— 37
3rd quarter	420	519	515	16	— 26
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647	641	18	— 64
2nd quarter	489	642	634	17	— 73
April	488	650	645	18	— 85
May	483	660	648	15	— 85
June	493	615	608	16	— 50
July	510	672	665	19	— 81*
August	538‡	668‡	649‡	19	— 27‡
September*	544	662	651	17	— 29*
April-June	489	642	634	17	— 73
July-September*	531	667	655	18	46*

†Excluding transactions relating to US military aircraft financed by Exim bank credi (see Notes).
*Provisional estimates.
‡Revised estimates.

Table 1B. Recorded values

£ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
2nd quarter	503·0	645·6	17·0
3rd quarter*	504·4	653·1	17·5
July	530·4	699·5	19·4
August	492·0†	653·0†	17·7†
September*	490·7	606·7	15·3

*Provisional estimates. †Revised estimates.

Imports

Imports in September were little changed from the level to which they fell back in August. They were £651 million (seasonally adjusted and excluding United States military aircraft) as compared with £649 million in August (revised from the provisional figure of £652 million).

Within the September total the values of most classes of imports were similar to those in August but arrivals of non-military aircraft fell back from the high August level, while imports of semi manufactures, notably silver, were somewhat higher. The level of imports in the last month or two may also have been affected by some speeding up of arrivals from North America on account of the threatened dock strike in eastern ports of the United States.

In the third quarter imports averaged £655 million a month compared with £634 million a month in the second quarter. This comparison is distorted, however, by imports delayed in June, because of the French disturbances and the Kennedy Round tariff cuts. Taking the four months June to September imports eased back slightly to £643 million a month compared with £650 million a month in the previous four months.

Fuel imports rose markedly between the two periods, but in August and September arrivals had fallen back by £5 million a month from the exceptionally high levels in June and July. There were small increases in industrial materials and finished goods, but imports of food, beverages and tobacco decreased sharply. Within the industrial materials group, semi-manufactures showed only a very small increase despite higher imports of precious stones. Among finished manufactures, machinery imports rose a little between the two periods, but imports of consumer goods have eased back.

Most of the decline in imports in the last four months has been in arrivals from Western Europe, especially from EEC countries, and to a lesser extent from North America. There was a marked fall in imports from Canada but an increase in imports from the United States, which partly reflects high arrivals of non-military aircraft but may also involve some acceleration in shipments through eastern ports. The levels of imports from the sterling area, Latin America and the Soviet Union have shown little change between the two periods, but those from the 'rest of the world' group have increased sharply, through with some easing back in August and September.

Visible Trade Balance

In September the visible trade deficit was £29 million (seasonally adjusted and excluding United States military aircraft) and little different from the figure in August, which has been revised from £30 million to £27 million. The benefit to the balance in September from high exports was offset by debits of about £9 million for purchases of ships delivered abroad to United Kingdom companies after the absence of any such payments in August.

The deficit has shown a substantial improvement in recent months. In the third quarter it averaged £46 million a month compared with £73 million a month in the second quarter.

In addition to visible trade the current account of the balance of payments includes net invisible earnings and these are generally in significant surplus. In the first half of this year partly reflecting

the effects of devaluation, the surplus on invisibles rose to £21 million a month on a seasonally adjusted basis.

Notes:

Visible Trade Balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

General assessment of the economic situation*

(From the article on the Economic Situation to be published in 'Economic Trends', October 1968)

THERE WAS probably a small fall in activity between the first and second quarter of this year, although in the second quarter output was greater than it had been on average in the preceding six months. The abrupt fall in consumer spending following the Budget was not quite compensated by the strength of exports and the sharp turnround in stockbuilding.

It now seems probable that the growth of output was resumed in the third quarter, led by a rise of about 6 per cent in the volume of visible exports. There are also some indications of a partial recovery in consumer spending after the very sharp fall in the second quarter.

Retail sales, which normally account for about three-fifths of consumer spending, were in July and August together over 1 per cent higher by volume than in the second quarter. There has also been evidence of a recovery in spending on cars. New car registrations in the third quarter were well above the low level of the second quarter. Some of this recovery should probably be attributed to the introduction of the new registration letter on August 1.

In view of the continuing effect of the Budget tax increases and the restraints on personal credit, consumers' expenditure is not expected to contribute much to the further growth of aggregate demand. But in the second half of this year it is now expected to be at a level not very different from that of the second half of 1967, whereas in the forecasts published in the Financial Statement a small fall in personal consumption was expected between these two periods. The main reason for this difference is that consumer prices have risen rather more slowly in relation to money incomes than seemed likely in March: that is, the squeeze on real incomes has been less pronounced. A further reason is that personal saving may now be running at a lower level in relation to the second half of last year than was expected in March.

Consumer indebtedness has probably not increased since June despite the signs of a recovery in spending. There was almost no change in the total of hire purchase debt outstanding from the end of June to the end of August. It also seems unlikely that there was any increase in consumption expenditure financed by bank lending in the third quarter.

In September the monthly count of wholly unemployed (excluding school-leavers) showed the first fall since February; while unfilled vacancies rose to the highest level so far this year. Among skilled engineering workers the ratio† of unfilled vacancies to wholly unemployed is now approaching the level of the same period last year.

Movements in unemployment have diverged to an unusual extent from other indicators of the demand for labour in recent months. The total of vacancies for adults, for example, has shown little change so far this year (although there was a slight rise in September). The aggregate of hours of overtime worked in manufacturing industry† which normally falls as unemployment rises, has been rising since early 1967 quite steadily if allowance is made for the normal seasonal pattern; during the same period unemployment has increased by more than ½ per cent.

London clearing bank advances (other than to nationalized industries) rose by about £55 million in September, after a fall of about £75 million in August. It seems probable that in September the total of private sterling lending by all banks was approximately at the ceiling level imposed by the current credit policy.

Exports, which have been expanding at a fast rate in recent months, rose further in September, and in the third quarter averaged 8½ per cent by value above the second quarter and 25 per cent above the average of the second and third quarters of last year before devaluation. (About three-fifths of the latter rise reflects higher volume.) A feature of recent figures is that there are signs of renewed expansion in exports to the sterling area after the decline during the first half of the year.

Imports in September were little changed from the level to which they fell back in August. In the four months June-September, a period which allows for distortion created by the French strikes and the Kennedy Round tariff cuts, imports eased back slightly (to £643 million a month compared with £650 million a month in the preceding four months). The visible trade deficit in September was £29 million, and in the third quarter it averaged £46 million a month against £73 million a month in the second quarter.

Price† relationships are becoming more stable after the upset following devaluation. The import unit value index† has changed little since March, while the export unit value index†, after rising until June, was steady thereafter. It seems probable that the affects of devaluation on domestic prices are now largely complete and the index of wholesale prices† for manufacturers sold on the home market (excluding the food, drink and tobacco industries) has hardly changed since April.

World trade, especially trade between industrial countries, has increased rapidly since last autumn. This followed the sharp recovery of activity in the United States, Germany and most other industrial countries. Up to the end of August, United States imports this year were over 20 per cent above the average level for 1967. The corresponding figures for Germany and Japan were about 13 per cent and about 10 per cent. The prospect would now appear to be for continued strong growth in the imports of European countries and Japan, but for a marked slowing down in the imports of the United States. The tax surcharge and expenditure cuts enacted in June seem unlikely to show substantial effects on trade in the third quarter, but the growth of output will probably be severly curtailed this winter and the demand for imports seems likely to respond quite abruptly.

* Note: Unless otherwise stated this report is based on seasonally adjusted data.

† not seasonally adjusted.

Census of production for 1968

AN ORDER PUBLISHED on October 16 exempts from the obligation to make returns for the Census of Production for 1968 undertakings producing coal, gas, electricity, or crude or refined petroleum. Instead, information corresponding to that collected in the Census will be obtained from these undertakings by the Ministry of Power.

The Order, which comes into operation on December 31, 1968 is the Census of Production (1969) (Returns and Exempted Persons) Order 1968, (S.I. 1968 No. 1608). Copies may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 6d. or 10d. by post).

Note:

A full and detailed Census of Production to be taken in 1969 in respect of the year 1968 was announced last December (*Board of Trade Journal* of December 8, 1967, page 1475).

WHOLESALE PRICE INDEX NUMBERS

Output prices steady in September

THE PROVISIONAL price index numbers for home market sales of all manufactured products in September was unchanged from its July and August levels. During the last six months the upward movement has been only 1 per cent, most of which was the result of price changes in the tobacco industry occasioned partly by duty changes.

There was an increase of ½ per cent in September in the provisional price index for basic materials and fuel used in manufacturing industry. This was mainly attributable to increases in the prices of copper and cocoa beans.

Materials and fuel used by broad sectors of industry

Index numbers for most sectors rose between ½ and 1 per cent in September. In the food sector, most of the overall increase in materials prices was due to the 16 per cent rise in cocoa bean prices. Both the mechanical engineering and electrical machinery index numbers were influenced by increased prices for copper and brass products. In the textile industries, the increase was accounted for mainly by higher prices for raw wool, and in the timber industries by increases in softwood and textiles used in the furniture industries. The provisional index for the paper industries was unchanged, and the chemical and allied industries index fell because of further reduction in copra and palm oil prices.

Output of broad sectors of industry

There were slight increases in provisional price index numbers in most broad sectors. Exceptions were the iron and steel industries, for which the index number was unchanged in September, and the food manufacturing industries, where there was a slight fall due to lower prices for bacon.

Revised series of wholesale price index numbers

NOTICE WAS GIVEN in the *Board of Trade Journal* of December 16, 1966, of the intention to replace the present series of wholesale price index numbers, which are on the base 1954=100, by a new series based on 1963=100. The new series will now be introduced early next year and until then the present series will be continued.

1954=100 series

Since the wholesale price index numbers are used in long term contracts to take account of changes in cost of materials, the Board of Trade will continue to publish the indices which appear in Table 1, on the base 1954=100, at least until December 1971, and requests for the continued publication on this basis of other index numbers will be considered. The indices based on 1954=100 will show the same month-to-month movement as the corresponding indices in the new (1963=100) series from the month in which the latter is introduced.

1963=100 series

The new series of index numbers will be based on average prices in 1963 and will be combined according to the pattern of materials purchased and manufactured products sold during that year as recorded in the census of production. Annual average index numbers for each year since 1963 will be published, and monthly figures from January 1968. These figures may show different movements from those of the old series, as the result of the combination of price movements according to the 1963 instead of the 1954 census pattern of purchases and sales. Monthly figures before January 1968 will not be published, but will be supplied on request so far as they are available.

1. Materials purchased by broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967		1968			1967	1968							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·6	113·6	120·6	118·8	118·3*	109·0	120·8	121·5	119·1	118·2	119·0	118·0	118·0*	118·8*
	Basic materials	102·6	108·3	115·9	113·8	113·3*	103·1	116·1	116·9	114·2	113·2	114·1	113·1	113·0*	113·9*
	Fuel	154·4	156·5	156·6	156·8	156·8*	154·4	156·6	156·6	156·8	156·8	156·8	156·8	156·8*	156·8*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	110·9	116·7	125·3	122·8	122·1*	112·0	125·7	126·8	123·5	122·0	122·9	121·9	121·8*	122·5*
	Basic materials other than fuel	103·3	110·0	119·8	116·8	116·0*	104·5	120·3	121·6	117·6	115·9	116·9	115·8	115·7*	116·5*
211 to 229	Materials and fuel used in the food manufacturing industries.	‡103·9	107·5	110·8	110·8	110·1*	103·7	110·4	110·5	110·3	110·8	111·3	110·0	109·7*	110·5*
263 to 277	Materials and fuel used in the chemicals and allied industries.	116·9	119·0	124·9	125·2	122·4*	117·3	124·9	125·6	125·3	125·4	124·9	122·5	122·5*	122·1*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	146·7	150·9	156·9	153·9	153·5*	146·9	157·2	158·8	155·0	152·8	153·8	153·4	153·1*	153·9*
361	Materials and fuel used in the electrical machinery industry.	138·7	145·0	154·2	148·9	147·9*	139·3	155·4	157·2	150·8	147·2	148·7	147·6	147·5*	148·5*
Order X	Materials and fuel used in the textile industries	91·6	93·8	99·9	99·9	100·2*	91·2	100·1	100·0	99·9	99·6	100·2	100·1	99·9*	100·7*
Order XIV	Materials and fuel used in the timber industries	122·7	124·6	130·3	132·0	133·2*	122·8	130·1	131·1	131·5	132·0	132·5	132·7	132·9*	134·1*
481 to 483	Materials and fuel used in the paper inhstries	113·8	115·8	119·2	122·1	122·4*	113·8	119·2	119·5	121·9	122·2	122·2	122·4	122·3*	122·3*
Order XVII	Construction materials	134·5	136·2	139·2	140·2	140·8*	135·1	139·2	139·9	140·0	139·8	140·6	140·7	140·7*	141·0*
Part of Order XVII	House building materials	135·7	137·7	141·4	142·8	143·7*	136·5	141·4	142·4	142·6	142·5	143·4	143·6	143·6*	143·9*

*Provisional figures. ‡Revised figure.

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2. Output of broad sectors of industry – 1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1967		1968			1967	1968							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.
Orders III to XVI	All manufactured products: Total sales	134·6	135·9	139·1	141·6	142·2*	134·8	139·1	140·2	140·9	141·9	142·0	142·2	142·3*	142·3*
	Home market sales	135·1	136·0	138·7	140·9	141·4*	135·2	138·7	140·0	140·7	140·9	141·1	141·4	141·4*	141·4*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	134·4	136·1	139·8	142·4	142·9*	134·8	139·8	141·0	141·5	142·7	142·9	142·9	142·8*	142·9*
	Home market sales	134·7	135·9	139·2	141·3	141·5*	134·9	139·2	140·6	141·1	141·3	141·5	141·6	141·5*	141·6*
211 to 229	Products of the food manufacturing industries: Home market sales	125·5	126·3	128·6	130·5	130·6*	125·6	128·8	129·7	129·9	130·5	131·0	130·8	130·7*	130·4*
263 to 277	Chemicals and allied industries: Total sales	110·0	110·6	114·7	115·9	115·4*	110·5	114·7	115·4	115·8	115·8	116·1	115·6	115·4*	115·4*
	Home market sales	111·0	111·6	115·7	117·0	116·1*	111·3	115·7	116·5	116·9	117·0	116·9	116·3	116·0*	116·1*
311 and 312	Iron and steel industries: Total sales	136·7	137·3	138·1	138·8	139·2*	136·8	138·1	138·4	138·5	138·9	138·9	139·2	139·2*	139·2*
	Home market sales	142·1	142·5	142·9	143·4	143·4*	142·1	142·9	143·2	143·4	143·4	143·4	143·4	143·4*	143·4*
Orders VI to IX	Engineering and allied industries: Total sales	140·6	142·2	145·3	148·2	148·8*	140·9	145·3	146·1	146·7	148·9	149·0	148·8	148·7*	148·9*
	Home market sales	137·9	139·3	142·6	144·2	144·3*	138·1	142·6	143·7	144·1	144·2	144·4	144·4	144·2*	144·4*
Order X	Textile industries other than clothing: Total sales	112·6	113·0	115·9	117·1	118·0*	112·7	116·1	116·1	116·5	117·3	117·5	117·9	118·0*	118·2*
	Home market sales	110·6	111·2	114·0	114·8	115·8*	110·4	114·0	114·3	114·5	114·6	115·1	115·6	115·7*	116·0*
Order XII	Clothing and footwear: Home market sales	120·5	120·7	121·6	122·3	122·9*	120·5	121·6	121·8	121·9	122·3	122·7	122·8	122·9*	123·0*
Order XIV	Timber industries: Home market sales	125·4	126·0	131·1	133·1	133·5*	125·4	131·3	132·2	132·7	133·2	133·4	133·3	133·5*	133·7*
481 to 483	Paper industries: Home market sales	120·9	120·3	126·2	128·4	128·3*	121·0	126·4	127·6	128·4	128·4	128·4	128·3	128·3*	128·3*
Order XVII	New construction‡	143	143	145	147		143		145			147			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

(Continued on next page)

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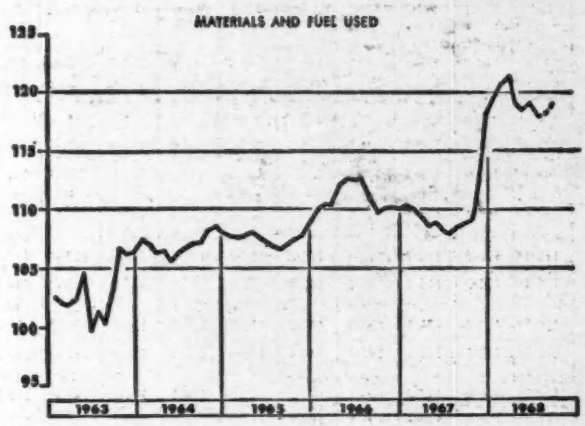
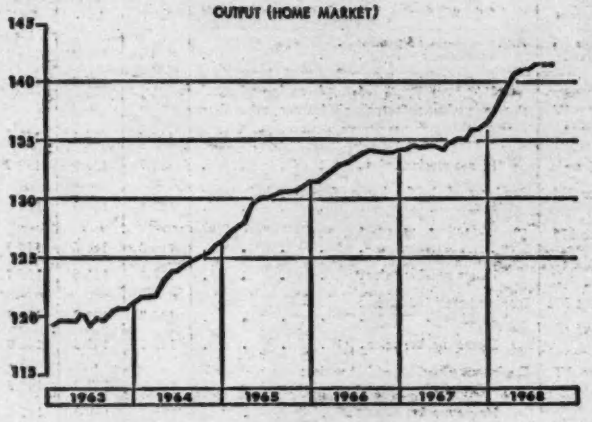
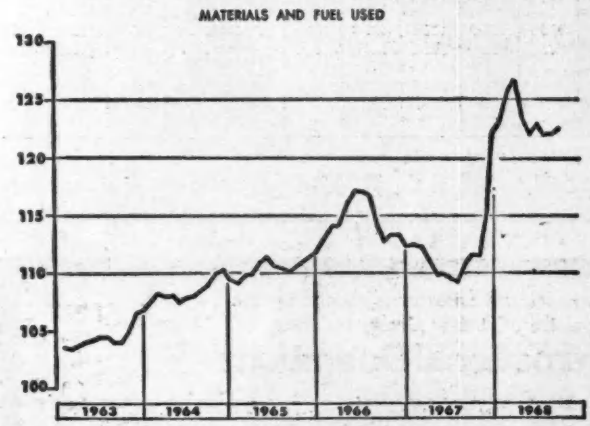
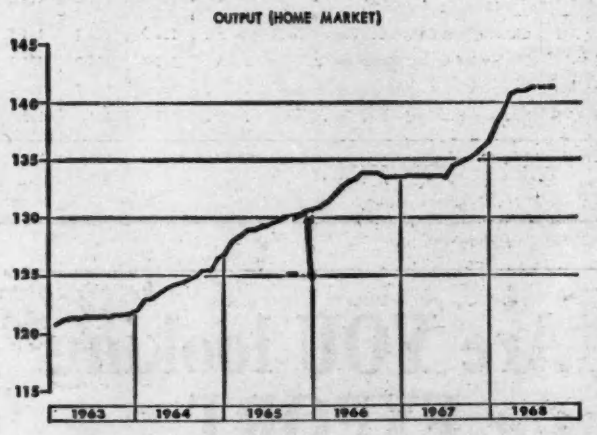


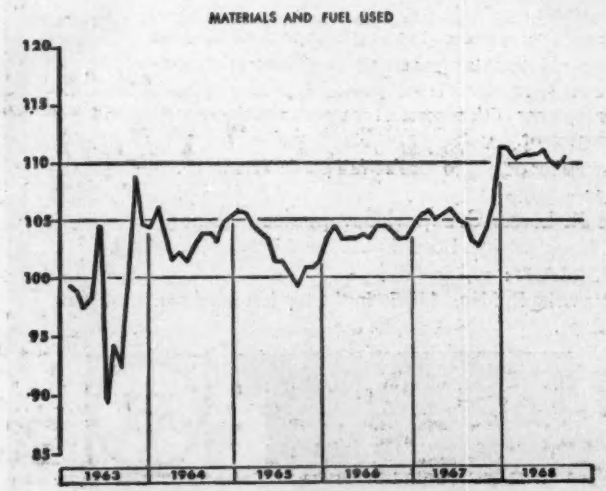


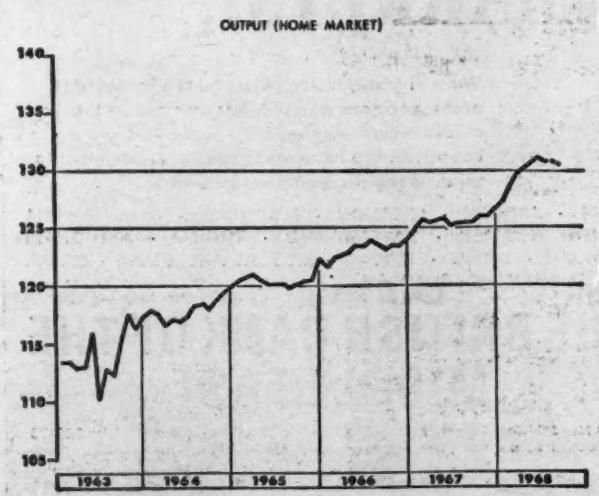
MANUFACTURING INDUSTRY (OTHER THAN FOOD, DRINK AND TOBACCO)





FOOD MANUFACTURING INDUSTRY





3(a). Commodities produced in the United Kingdom – 1964=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale prices index numbers published in the *Board of Trade Journal* of February 23, 1968. (monthly averages)

	1967	1968			
	Sept.	Mar.	July	Aug.	Sept.
Coal†	169·0	174·2	167·7	167·7*	167·6*
Slates	180·9	180·9	189·0	189·0	189·0
Salt	123·3	123·3	123·1	123·1	123·1*
Flour	125·9	132·6	132·6	132·6	132·6
Sugar, refined	113·8	115·5	112·9	114·2	114·4
Chocolate and sugar confectionery	114·1	117·6	120·6	120·9	120·9*
Beer	136·4	136·9	137·4	137·5	137·5*
Tobacco and cigarettes	154·3	156·0	160·9	162·1	162·1
Hard coke	186·5	186·5	191·2	191·2*	191·2*
Motor spirit, standard grade (including duty)	135·9	139·6	144·8	144·8	144·8
Medium fuel oil (950 secs.)	160·3	160·3	158·4	155·5	155·5
Lubricating oils and greases	134·6	142·3	142·4	142·4	142·1*
General chemicals	105·6	108·3	108·6	108·7*	108·8*
Pharmaceutical chemicals	57·5	58·3	57·8	57·8*	57·9*
Pharmaceutical preparations	103·0	104·5	105·5	105·5*	105·4*
Toilet preparations	149·8	157·9	158·7	158·7	158·7*
Paint for building and decorating	116·6	117·0	120·0	120·5	120·5*
Soap	153·6	156·5	§157·6	157·6*	157·6*
Soapless detergents	101·8	104·3	104·9	105·0*	105·2*
Synthetic resins and plastic materials	73·7	76·3	76·5	76·4*	76·4*
Steel sheets	137·0	137·1	137·1	137·1*	137·1*
Tinplate	128·3	128·9	128·9	128·9*	128·9*
Other steel goods (excluding tubes)	141·7	142·5	142·5	142·5*	142·5*
Steel tubes	156·7	157·7	159·3	159·3*	159·3*
Iron castings	136·3	157·6	157·9	157·9*	157·9*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·8	163·9	167·0	167·0	167·0
Rolled	142·2	155·9	159·3	159·3	159·3
Castings	155·5	162·2	167·2	167·2	167·2*
Forgings	144·7	149·7	149·7	149·7	150·2
Brass, ingot 65-35, B.S. 1400: B3, delivered	150·6	222·5	177·7	181·0	191·9
Photographic paper and films, etc.	132·2	145·4	145·7	145·7	145·7
Spectacles, etc.	140·4	141·4	141·4	141·4	141·4
Dental goods	149·8	158·5	161·1	160·2*	160·0*
Gramophone records	146·5	146·1	145·7	146·1	146·1
Domestic electrical appliances	103·2	103·4	103·7	103·7*	103·7*
Perambulators, etc.	131·3	136·7	137·3	137·7	139·4*
Tools and implements	160·7	168·9	170·7	170·6*	171·0*
Cutlery	140·0	142·8	143·2	143·0	142·9
Cutlery (other than razors and razor blades)	151·2	158·6	158·6	158·6	159·0
Spoons and forks	171·8	187·3	211·8	210·8	211·4
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	176·9	185·7	186·2	186·2	186·2*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	97·8	112·8	115·8	116·0	116·0*
Spun rayon yarn	99·1	103·5	105·1	105·1	105·1*
Irish linen yarns (wetspun)	120·8	125·7	126·6	128·7*	128·7*
Cotton cloth	105·2	116·3	118·7	119·4	120·1*
Linen	137·7	142·0	142·0	142·0	142·7
Wool tops	66·3	72·1	73·7	72·4	72·8
Worsted yarns	85·0	93·6	96·1	95·7	95·9
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	100·8	108·7	110·3	110·4	110·6
Jute yarn	132·8	141·7	141·8	142·1	142·5
Jute piece-goods	147·6	147·0	147·0	147·0	147·0
Rope, twine and net	117·9	120·6	121·0	121·2	121·2*
Hosiery and other knitted goods	102·3	102·0	102·5	102·4*	102·5*
Carpets and rugs	131·8	131·9	132·0	132·1*	132·5*
Canvas goods and sacks	102·0	104·5	110·9	110·9	110·9
Leather for footwear	122·1	127·9	132·0	132·5	132·5*
Travel goods	138·4	141·4	141·5	141·7	141·7*
Made-up clothing	119·7	120·8	121·7	121·8*	121·8*
Weatherproof outerwear	107·2	107·9	108·0	108·0	108·1*
Men's and boys' tailored outerwear	122·3	122·6	123·6	123·7*	123·5*
Women's and girls' tailored outerwear	117·9	119·1	120·2	120·2*	120·2*
Women's and girls' light outerwear	118·0	119·7	120·2	120·1*	120·2*
Footwear (excluding rubber)	120·7	122·2	123·2	123·4*	123·7*
Refractory goods, including bricks	152·9	159·5	159·5	159·5	159·5*
Non-refractory goods, including bricks	136·5	140·4	141·4	141·4*	141·3*
Building bricks, common, other than fletton, *ex works*	144·6	148·6	149·8	149·8*	149·8*
Building bricks, fletton, common, *delivered*	123·5	130·2	132·2	132·2	132·2
Electrical porcelain	137·6	137·6	141·0	141·0*	141·0*
Domestic china and earthenware	163·1	171·4	171·4	171·9	171·9*
Glass (other than containers)	144·5	147·0	147·0	145·9*	146·1*
Glass containers‡‡	§130·4	§131·3	§131·3	129·5	129·5
Cement, delivered	132·0	132·0	132·0	132·0	132·0

*Provisional figure.
†This index is based on prices ruling on the last day of the month.
§Revised figure.
‡‡ Revised figures for September-December 1967 = 130·4; January and February 1968 = 131·3; April-June = 131·3.

(Continued on next page)

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

WHOLESALE PRICE INDEX NUMBERS, *continued*

3(a) (*Continued*). Commodities produced in the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Sept.	Mar.	July	Aug.	Sept.
Abrasive paper and cloth	134·4	143·8	143·8	143·8	143·8*
Cast stone and cast concrete products	117·9	118·3	121·6	121·6	121·6*
Home-grown hardwood	107·1	107·6	107·9	108·1*	108·2*
Joinery	143·6	153·4	154·7	155·4	155·4*
Domestic furniture	127·5	134·0	134·3	134·5*	134·6*
Bedding, etc.	119·4	124·6	125·5	125·5*	125·5*
Wooden boxes, packing cases, crates, etc.	128·6	132·7	135·8	136·0	136·0*
Paper and board	115·5	123·8	125·0	125·0	125·0*
Cardboard boxes, cartons and fibreboard packing cases	123·9	127·0	127·7	127·7*	127·7*
Wallpaper	142·7	159·2	160·3	160·3	160·6*
Paper bags	122·3	131·1	126·2	126·2	126·2*
Manufactured stationery	128·0	134·2	135·5	135·6*	135·6*
Other manufactures of paper and board	116·0	124·7	124·7	124·7	124·7*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	123·1	127·8	129·9	129·9*	129·9*
Rubber footwear	137·3	142·3	142·2	142·2	142·2
Linoleum and felt base	151·4	157·9	166·5	166·5	166·5
Brushes and brooms	145·7	153·3	153·3	153·3	153·3*
Toys and games	132·9	136·4	137·5	137·5*	137·6*
Sports equipment	147·1	148·0	149·5	149·5	149·5*
Pens and pencils	116·3	120·8	121·3	121·3	121·3*
Other stationers' goods	136·5	139·1	139·5	139·5	139·5*
Plastic mouldings	108·2	110·2	110·4	110·4*	110·4*

*Provisional figure.

3(b). Commodities wholly or partly imported into the United Kingdom – 1954=100

(monthly averages)

	1967	1968			
	Sept.	Mar.	July	Aug.	Sept.
Hides and skins	88·9	101·7	103·2	103·2	106·3
Imported	100·9	110·9	107·9	108·9	111·3
Native	70·8	87·7	96·3	94·8	98·9
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	146·6	152·6	152·6	152·6
Copper, ex-ship, wharf or warehouse†	154·6	289·5	179·4	179·8	188·9
Lead, ex-ship, wharf or warehouse†	85·4	102·7	108·4	109·7	110·3
Nickel, refined, delivered	148·7	185·4	185·4	185·4	185·4
Tin, ingot, min. 99·75 per cent, settlement price†	164·6	183·0	180·8	180·1	180·5
Zinc, ex-ship, wharf or warehouse	122·7	139·3	143·6	145·3	142·2
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	118·4	147·2	148·7	146·4	146·4*
Palm oil, c.i.f., in bulk	101·8	101·8	91·7	81·7	75·4
Whale oil, acid, soft, naked, ex-works	43·7	31·9	57·9	53·8	53·8*
Pyrites, c.i.f. United Kingdom ports	77·8	94·2	85·3	89·7	88·4
Rubber, No. 1 R.S.S. one month future	77·5	85·6	94·7	97·2	96·1
Sulphur, crude (for acid making), c.i.f.	128·1	145·2	144·5	144·5	144·5
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	157·8	178·5	178·3	179·3	180·6
Cotton, raw	68·3	80·4	77·9	78·1	77·1
Jute, raw, PWC grades, c.i.f. Dundee	152·8	163·9	167·9	175·9	177·7
Jute, raw, PWB grades, c.i.f. Dundee	141·6	150·4	151·1	159·7	159·7
Silk, raw, delivered mill	214·4	231·8	215·6	224·7	225·4*
Sisal, East Africa No. 1 Grade, c.i.f. London	73·7	82·6	92·2	92·6	95·4
Wool, raw	70·0	79·0	78·3	76·9*	79·2*
Crossbred, medium and coarse, c.i.f. UK	70·7	65·4	67·6	65·9	73·4
Crossbred, fine, c.i.f. UK	72·3	86·2	80·6	79·1	83·2
Merino, c.i.f. UK	69·0	83·5	82·3	81·1	81·4
Timber:					
Imported hardwood (ex-yard or wharf)	120·8	136·4	138·2	138·7*	138·9*
Imported plywood (delivered to consumers)	111·7	123·2	126·7	127·2	127·3*
Imported softwood (delivered to consumers)	118·3	129·8	131·9	132·2	133·1
Woodpulp, imported	100·5	107·8	113·4	113·4*	113·4*

*Provisional figure. †L.M.E. means of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3411 or 3548.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 23, 1968.

Robert Hough

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United Kingdom computer market first half 1968

Deliveries up by one-sixth

PROVISIONAL RESULTS for the second quarter of 1968 of the Ministry of Technology inquiry into the United Kingdom computer market indicate a marked recovery from the lower levels of the first quarter, almost back to the record levels in the fourth quarter of 1967 for both home and export.

Deliveries of British-made digital computing systems rose to a record level of over £18 million in the second quarter. Deliveries of factored digital computing systems recovered from their low level in the first quarter but at £7.3 million remain below the levels reached two years ago.

Totals for all kinds of electronic computers for these two divergent quarters in the first half of 1968 are compared with the corresponding two quarters of 1967 below,

Deliveries of computer hardware £ million

	British-made			Factored			All Machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1967 1st half.	25·9	17·0	42·9	11·9	0·9	12·8	37·8	17·9	55·7
1968 1st half.	34·2	16·9	51·1	15·5	0·8	16·3	49·7	17·7	67·4
Change: £m. .	+8·3	—0·1	+8·2	+3·6	—0·1	+3·5	+11·9	—0·2	+11·7
% .	+32	—neg.	+19	+30	—11	+27	+31	—1	+21

It will be seen that British and factored equipment shared proportionately in the large rise in the home market with little change in export deliveries. Full details for the first two quarters of 1968 together with each of the four quarters of 1966 and 1967, all at current prices, appear in Tables 1 and 2 attached.

More large systems

In addition to the number and value of their systems delivered, most (57 per cent by number of systems, 74 per cent by value) of the respondents to the computer inquiry give further details of the size of their deliveries in various ranges thus:

Digital computer systems delivered 2nd quarter 1968

Price Range	Home		Export	
	No.	Value £'000	No.	Value £'000
Less than £5,000	36	94		
£5,000–£19,000	111	1,105	6	40
£20,000–£49,000	39	1,165	7	275
£50,000–£119,000	46	3,535	41	3,253
£120,000–£249,000	22	3,581	5	793
£250,000–£449,000	7	2,461	3	1,130
£500,000–£999,000	2	1,390		
Unclassified	100	5,502	148	1,216
Total	363	18,833	210	6,707

It is noticeable that, once again, at least half the systems delivered to the home market were valued below £20,000; but in the second quarter of 1968 there was a big recovery in the number of systems with a value in excess of £250,000. In the first quarter there were three of these, one of which was exported, while in the second quarter there were 12 of which three were exported. Deliveries of these very large systems are however inevitably rather lumpy. The total number of systems delivered was a record both for home and export,

Table 1. Deliveries of electronic computers (British made) £'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment	
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export
1966.	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268
1967.	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728
1966 1st quarter	10,494	3,294	369	176	375	147	745	32	5,675	3,661
2nd quarter	11,434	4,387	270	86	440	146	1,398	140	6,362	3,705
3rd quarter	13,094	4,477	294	44	389	142	1,094	158	6,340	3,750
4th quarter	10,416	3,009	460	1	394	133	923	39	7,462	4,152
1967 1st quarter	12,381	4,645	342	86	465	157	716	31	5,974	3,082
2nd quarter	14,539	5,109	281	91	567	193	795	80	6,794	3,532
3rd quarter	17,635	6,198	239	57	660	160	612	74	6,236	2,643
4th quarter	17,826	5,464	590	59	1,156	328	428	148	7,905	3,471
1968 1st quarter*	15,774	3,754	525	90	912	293	1,022	564	6,212	2,768
2nd quarter*	18,282	6,399	234	3	731	234	1,054	223	6,368	2,617

	Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Manufacturers
	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	96,141	35,608	7,306	1,070	466	63	103,954	36,700	5,501
1966 1st quarter	17,658	7,310	1,336	76	57	17	19,068	7,386	1,047
2nd quarter	19,904	8,464	1,339	81	60	17	21,320	8,545	1,013
3rd quarter	21,211	8,571	1,178	77	114	13	22,516	8,648	921
4th quarter	19,655	7,334	1,380	79	95	7	21,137	7,413	1,010
1967 1st quarter	19,878	8,001	1,338	77	102	2	21,320	8,078	1,262
2nd quarter	22,976	9,005	1,679	344	111	5	24,771	9,349	1,272
3rd quarter	25,382	9,132	2,035	251	111	22	27,550	9,383	1,166
4th quarter	27,905	9,470	2,254	398	142	34	30,313	9,890	1,801
1968 1st quarter*	24,445	7,469	1,865	82	26	30	26,366	7,551	1,586
2nd quarter*	26,669	9,476	2,161	227	13	113	28,956	9,703	1,469

* Provisional

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Increased export orders on hand

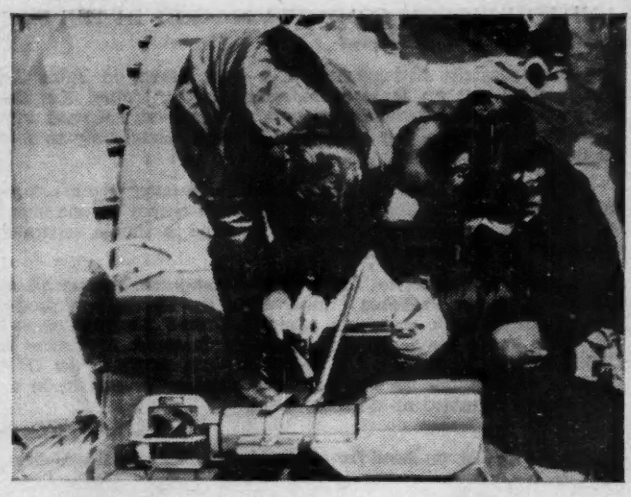
The value of orders on hand at June 30, 1968 was again higher, through only marginally. The changes in the pattern of orders, as shown in Table 3, are, however, interesting, distinguishing between British-made and factored equipment. Despite the high level of export deliveries there was a sharp increase, amounting to more than 12 per cent, in orders on hand for export during the second quarter.

On the other hand, home orders were nearly 2 per cent lower and within this figure there was a pronounced change in the balance between orders for British-made and for factored equipment. Whereas the former were more than 10 per cent higher the latter were more than 16 per cent lower. This was in sharp contrast with the trend of orders in the two previous quarters but, given the volatility of orders for computers, one should not read too much into these figures.

From the figures of deliveries and of orders on hand it is possible to derive net new orders thus:

Net new orders for electronic computers £ million

	1967			1968		
1st quarter	62·1	8·0	70·1	38·4	9·7	48·1
2nd quarter	27·8	11·0	38·8	23·2	14·1	37·3
3rd quarter	35·1	9·9	45·0			
4th quarter	24·5	10·2	34·7			



A Plessey recording current meter which forms part of the underwater instrumentation rigs being used by the Canadian Department of Energy, Mines and Resources in their Great Lake Studies. The instrument is shown undergoing preparation on board mv 'Theron' during a recovery and mooring cruise carried out as part of the 1968 programme.

Employment increasing

Employment figures are shown in Table 4, which has been revised to include amendments to earlier estimates. Although some respondents to the inquiry are still unable to give employment figures the evidence is that numbers are increasing steadily.

Notes:

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output is incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the tables below, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and most factored equipment is, in fact, imported.

The principle used throughout the computer inquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry etc.

Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also all the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field, work which is carried out by skilled specialists. The values shown in Tables 1 and 2 are not the totals for this activity but only that proportion which

(Continued on next page)

Table 2. Deliveries of electronic computers (factored) £'000

	Digital Computing Systems		Analogue and Hybrid Computers		Date Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment	
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export
1966	33,246	1,405	—	—	375	4	507	8	2,382	484
1967	26,390	1,411	95	—	685	—	—	—	3,922	283
1966 1st quarter	7,842	459	—	—	95	4	132	8	934	287
2nd quarter	8,684	462	—	—	91	—	125	—	469	119
3rd quarter	7,643	198	—	—	114	—	125	—	506	76
4th quarter	9,077	286	—	—	75	—	125	—	473	2
1967 1st quarter	4,733	422	33	—	66	—	—	—	1,197	58
2nd quarter	5,585	246	37	—	224	—	—	—	880	192
3rd quarter	8,961	320	—	—	68	—	—	—	775	21
4th quarter	7,111	423	25	—	327	—	—	—	1,070	12
1968 1st quarter*	3,490	380	—	—	267	—	9	—	3,007	12
2nd quarter*	7,258	308	29	—	536	—	25	—	1,677	85

	Total Deliveries		Repair and Maintenance (a)		R & D on Customer Account		Total Output		Goods sold to other UK Manufacturers
	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1966 1st quarter	9,003	758	—	—	—	—	9,003	758	—
2nd quarter	9,369	581	222	—	—	—	9,591	581	40
3rd quarter	8,388	274	245	—	—	—	8,633	274	40
4th quarter	9,750	288	224	—	—	—	9,974	288	193
1967 1st quarter	6,029	480	252	—	—	—	6,281	480	386
2nd quarter	6,726	438	339	—	—	6	7,071	438	863
3rd quarter	9,804	341	330	—	—	7	10,141	341	703
4th quarter	8,533	435	347	—	—	—	8,880	435	1,030
1968 1st quarter*	6,773	392	785	—	—	—	7,558	392	564
2nd quarter*	9,525	393	420	—	—	—	9,945	393	1,087

*Provisional.
(a) Work done in UK only.

UNITED KINGDOM COMPUTER MARKET IN THE FIRST HALF OF 1968, *continued*

can be separately distinguished. The work shown in Table 2 is that carried out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 2 relates only to work in the United Kingdom.

Goods sold to other United Kingdom computer manufacturers covers the cases mentioned above where the output of one firm is the input to another. The amount involved is shown separately to avoid its being counted twice.

The values of deliveries for export of computers and peripheral equipment shown in Table 1 differ from the figures published in the Overseas Trade Accounts covering United Kingdom exports of these items. Similarly, the values of factored equipment in Table 2 differ from United Kingdom imports shown in the OTA. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

Table 3. Orders on hand for electronic computers and peripherals

	Of UK manufacture			Factored			Total		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1966 Dec. 31 .	71·3	27·9	99·2	26·2	1·5	27·7	97·5	29·4	126·9
1967 Mar. 31.	86·5	27·7	114·2	55·7	1·2	56·9	142·2	28·9	171·1
June 30 .	94·4	29·5	123·9	55·3	1·0	56·3	149·7	30·5	180·2
Sept. 30.	105·9	29·9	135·8	53·1	1·1	54·2	159·0	31·0	190·0
Dec. 31 .	97·9	30·2	128·1	59·1	1·1	60·2	157·0	31·3	188·3
1968 Mar. 31*	93·3	32·6	125·9	78·8	0·5	79·3	172·1	33·1	205·2
June 30*	103·1	36·8	139·9	65·9	0·5	66·4	169·0	37·3	206·3

*Provisional

Table 4. Numbers employed in United Kingdom electronic computer industry

	R & D	Manufacturing	Sales	Other	Total
1966 Dec. 31 . . .	3,600	15,300	4,700	12,200	35,800
1967 Mar. 31 . .	4,200	15,200	5,000	13,200	37,600
June 30 . . .	4,300	16,000	5,000	13,700	39,000
Sept. 30 . . .	4,400	16,600	5,300	14,300	40,600
Dec. 31 . . .	4,800	17,000	5,600	14,200	41,600
1968 Mar. 31* . .	4,800	17,200	5,500	14,900	42,400
June 30* . .	4,900	18,100	5,300	16,300	44,600

*Provisional.

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

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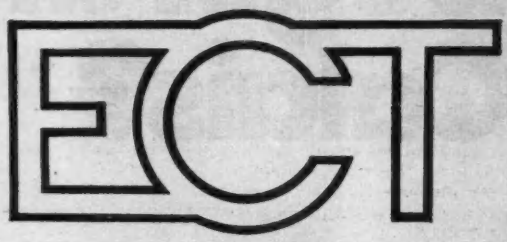

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Industry's investment intentions for 1968 and 1969

FORECASTS OF CAPITAL expenditure provided to the Board of Trade in August/September 1968 indicate that manufacturing industry was then still expecting to spend on capital account in 1968 more than in 1967; and that a strong rise in investment was expected in 1969. For the distributive and service trades, the small rise previously expected between 1967 and 1968 was still foreseen, followed by a marked increase in 1969. For the shipping industry, the substantial rise previously forecast for 1968 and the reduction to a lower level in 1969 were confirmed in the latest inquiry.

As past experience has shown, the interpretation of companies' forecasts is subject to some margin of uncertainty; in particular the timing of the up-turn in manufacturing industry's investment, which has been expected for some time, is difficult to pin-point, not least because of the irregularity in the series of actual investment.

Manufacturing industry

The results of the previous inquiry in May (*Board of Trade Journal* of June 14) had been taken as indicating that manufacturers envisaged a rise in the volume of investment of the order of 5 per cent between 1967 and 1968; but the fall in the figure of actual investment in the first quarter of 1968 had already cast some doubt on that estimate at the time it was made, and the second quarter's figure showed no improvement. The forecasts recently provided still indicate higher investment in 1968 than in 1967, though pointing to a smaller rise than had previously been envisaged. It seems unlikely, however, that in the second half of 1968 a sufficiently large increase will occur to bring investment this year above last year's level. But the movements from quarter to quarter can be very irregular and the most that can reasonably be said now is that manufacturing industry's investment in 1968 will be about the same as in 1967, possibly slightly lower.

For 1969, however, the fairly strong rise indicated by the May inquiry was confirmed. In past years there have been real uncertainties in interpreting the forcasts given by companies in the August/September inquiry of their expected expenditure in the year ahead. Modifications to plans and intentions between the making of these forecasts and the actual expenditure depend very much on the development of the economy over the period; changes in demand, in company profits, in the supply of money, and in business confidence are some of the important factors. In the previous investment cycles, when manufacturing industry's investment was at that point of the cycle which showed marked upturns (1960 and 1964), the corresponding August/September forecasts were subsequently heavily revised upwards. The forecasts recently provided for 1969 are already very high by comparison with forecasts provided in previous investment intentions inquiries, and one cannot know whether the further increases which developed in respect of 1960 and 1964 will be repeated. The present plans and intentions of manufacturers as supplied in August and September point, however, to a significant increase in the volume of investment; they indicate that the volume of manufacturing industry's investment in 1969 will exceed the levels of 1967/1968 by something between 10 and 15 per cent.

Distributive and service industries

The previous inquiries in respect of 1968 had suggested that the distributive and service industries were expecting an increase of about 5 per cent over 1967 in the volume of investment; the latest forecasts confirm a rise of this scale (and the out-turn for the first half of 1968 was about 3 per cent above the previous year's rate).

For 1969 some further rise had been expected in May and the latest inquiry suggests a substantial increase. While some real uncertainty must remain at this stage, the forecasts provided by firms are very high compared with previous inquiries, and an increase of a tenth or more above investment in 1968 seems clearly indicated.

Shipping industry

The substantial rise in shipping companies' investment previously forecast for 1968 is confirmed by the latest forecasts, and the rate of investment recorded in the first half of this year was well above that of 1967. Some reduction in 1969 is still expected following the completion of a number of major projects in container shipping and tankers.

Investment in individual industries

The relatively small change envisaged for manufacturing industry's investment between 1967 and 1968 is reflected through most industry groups, in terms of both the forecast for the year and the out-turn for the first half-year. But the vehicles and paper, printing and publishing industries are likely to record a fall for the year as a whole. For 1969 most industries expect a rise, with particular strength in chemicals and metals (both steel and non-ferrous metals, the latter including some expenditure on the new aluminium smelters). A further fall seems likely on present plans in the paper, printing and publishing industries; and investment in mineral oil refining, after rising very steeply since 1965, is likely to fall in 1969. For manufacturing industry, investment on new building work is likely to turn up in 1968 and to increase in 1969, after a run-down extending from the beginning of 1965; investment in plant, machinery, and vehicles in 1968 is unlikely to exceed that in 1967 but a marked increase is forecast for 1969.

In the distributive and service industries, the more optimistic forecasts are shown in the retail, banking, and finance industries (the latter includes considerable investment in equipment for leasing), and in petroleum distributon.

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Index of industrial production for August

THE INDEX of industrial production for August, 1968, seasonally adjusted, is estimated provisionally at 141 (1958=100) compared with a figure of 139 for July. For manufacturing industry alone the figures were 143 and 140 respectively.

For the three months June to August 1968 it is provisionally estimated that production as a whole was 1.3 per cent higher than in the preceding three months March to May 1968; for manufacturing industries alone there was an increase of 1.7 per cent. Detailed tables will appear in next week's *Journal*.

New monthly publication of wine statistics

HM CUSTOMS AND EXCISE can now supply on a subscription basis monthly statistical returns of wine and British wine. These are the earliest and most detailed sources of statistics on the quantities of wine which have paid duty.

The return includes (i) a monthly summary (with earlier figures for comparison) of the quantities of imported and of British wine on which duty has been paid, together with the figure of total stocks in bonded warehouses; and (ii) a detailed analysis of the monthly figures.

The figures of quantities of wine which have *paid duty* provide a better indication of United Kingdom wine consumption than the figures of imports of wine which include many consignments deposited into duty free warehouses. (Even duty paid figures should be interpreted cautiously since duty paid stocks can fluctuate widely.)

The new returns will be sent to subscribers about two months after the end of the month to which the latest figures relate. A sheet of explanatory notes will be provided for subscribers. The subscription fee is 10s. for the first six copies showing the quantities which pay duty during the months of July to September 1968. Thereafter the subscription fee will be £1 per annum.

Initial subscriptions of 10s. should be sent to: Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex.

Note:

In March 1968 HM Customs and Excise introduced a similar series of statistics relating to betting and gaming duties. The subscription fee for these monthly returns is also £1 per annum and should be sent to the same address at Southend.

Specimens of the statistical returns may be obtained on application to the Press and Information Office, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3 (Tel. 01-626 1515).

Five senior specifying engineers of the Heating Department of the Belgian Ministry of Public Works visited England last month to inspect the Watson House Laboratories of the Gas Council, the Warwick and Leamington Spa factories of Thomas Potterton Limited, and the London Research and Development Laboratories of Potterton International Limited. The photograph shows the party, together with – on the extreme left – Mr. J. G. Douglas of the Board of Trade being greeted on their arrival at the Warwick factory by Mr. J. W. Turner, works director

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

Production series:

Monthly at £1 a year, post free:
Salt for August 1968.
Cars and Commercial Vehicles for August 1968.
Footwear for August 1968.
Wood Chipboard for August 1968.
Home Grown Timber for August 1968.

Civil Aviation series:

Monthly at £1 a year, post free:
Airlines Monthly for June.

Cinema admissions and takings in July

DURING JULY, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 4.63 million and the weekly average of gross box office takings was £1.10 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, October 11, 1968.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Mining Review No. 2 – 22nd Year	Br/E 33557	10	October 7	Data Film Distributors Ltd.	National Coal Board.
Deadfall	Br/E 33558	120	October 7	Twentieth Century-Fox Film Co. Ltd.	Salamander Film Productions Ltd.
Duffy	Br/E 33560	101	October 8	Columbia Pictures Corp. Ltd.	Columbia (British) Productions Ltd.
Poussin – The Seven Sacraments	Br/E 33564	21	October 10	British Film Institute	Samaritan Films Ltd.
Stop!	Br/E 33566	32	October 11	Continental Art Films Ltd.	Oracle Productions Ltd.
Bedtime	Br/E 33567	26	October 11	Gala Film Distributors Ltd.	Viewpoint Productions Ltd.
Hammerhead	Br/E 33568	99	October 11	Columbia Pictures Corp. Ltd.	Irving Allen Ltd.
Movietone News 2052	Br/E 33359	8	October 11	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2052A	Br/E 33360	7	October 11	" "	" "
Pathe News 68-81	Br/E 33411	7	October 11	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-82	Br/E 33412	7	October 11	" "	" "
			FOREIGN		
Hang 'Em High	F 33555	114	October 7	United Artists Corp. Ltd.	Leonard Freeman Productions and Malpaso Co.
Terror Creatures from the Grave	F 33556	83	October 7	Tigon Pictures Ltd.	M.B.S. Cinematografica, Rome.
A Parasol	F 33559	36	October 8	Border Film Productions (London), Ltd.	Gruzia Film Studios Production, Moscow.
How Sweet It Is	F 33561	98	October 9	Warner-Pathe Distributors Ltd.	National General Productions Inc.
Romance for a Trumpet	F 33562	87	October 9	Contemporary Films Ltd.	Ceskoslovensky Filmexport, Prague.
Never Strike a Woman, Not Even with a Flower	F 33563	100	October 9	" "	" "
A Virgin for the Prince	F 33565	(a)107 (b) 91	October 11	Gala Film Distributors Ltd.	Fair Film, Rome and Orsay Film, Paris.

NOTE:
In the list of films registered during the week ended Friday, October 4, 1968, the title of the film 'La Stregas in Amore' should read 'La Strega in Amore.'

Exhibitions and Fairs

Mr. William Rodgers at British Shopping Week in Lille

MR. WILLIAM RODGERS, Minister of State, Board of Trade, left London on October 10 to attend the inauguration of the British Week at Lille from October 11 to 19.

The Lord Mayor of Leeds and the Lady Mayoress also visited Lille, which has an historical association with their own city, and the formal 'twinning' ceremony took place during the Shopping Week. About 400 shops in Lille – including new branches of the Paris department stores of Auprintemps and Nouvelles Galeries – are taking part in this British promotion, which has been organized by a local committee, the British Embassy at Paris, the British Consulate-General at Lille and the British Chamber of Commerce in France.

The Board of Trade has been instrumental in helping the organizers to arrange a varied programme of supporting events, which include performances of a fashion show and an exhibition of industrial design and has also provided display material for the shops and stores.

Mr. Christopher Soames and Mrs. Soames were among the guests at a reception given by Laboratories Glaxo at Lille at the opening of the town's British Shopping Week. Several hundred French doctors attended the reception, held under the patronage of Professor Warembourg, Dean of the Faculty of Medicine, Lille. Picture shows (left) HM Ambassador and Mrs. Soames being welcomed by Dr. G. B. Shirlaw, managing director, Laboratories Glaxo (centre), Mrs. Shirlaw and Sir Alan Wilson (extreme right), chairman of Glaxo Group Ltd.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of September 13 issue.

Products of the motor industry hit an all-time export peak

HRH PRINCESS ALEXANDRA opened the 53rd International Motor Exhibition at Earls Court, London, on October 16. For the ensuing ten days until its close on October 26, about 500,000 people, among whom will be thousands of overseas trade visitors, will see more than 70 different makes of car from 14 nations – including Turkey for the first time – among the total of 480 exhibitors representing every facet of the car industries of the world. Of the 70 different makes of car, 32 will be British.

The appeal of a motor show is universal, whether it be in Earls Court, Montreal, Paris, Toronto, Vancouver or Zurich; small boys and Cabinet Ministers, film stars and housewives, farmers, firemen, company directors and others all find an absorbing interest in the fascinating array of cars, trailer and motorized caravans, accessories and components, and transport service equipment on display.

But, it is to the export order book that the British manufacturer turns to evaluate some of the success of his efforts. Addressing a press conference in London, almost on the eve of the show, Sir George Harriman, president of the Society of Motor Manufacturers and Traders, and chairman of British Leyland Motor Corporation, said that exports had been the big talking point in the industry during 1968.

'Devaluation provided the spur and the industry was fast to react,' he added. 'The results make satisfactory reading. In the first eight months of the year, shipments of cars rose by nearly 20 per cent to 468,000 units, worth an all time record value of £192 million.'

Continuing, he said that in August, car exports set new records for that month both in numbers and value, and were some 37 per cent higher in number, and 45 per cent higher in value than in August 1967.

In addition, he said that a considerable number of British cars left the country as components for assembly overseas. These cars were statistically recorded as such and not as car units.

'Exports of all products of the industry hit an all time peak of £595 million in the first two thirds of 1968,' he said.

Britain is this year showing what the industry considered to be 'the finest range of cars ever at Earls Court. Some are completely new; some create new motoring styles, others usher in important new design and safety measures, while many well-established models have new and improved features.'

There are several discernible trends in evidence on the British stands. 1968 has probably more than anything else been the year of the bigger engine for familiar models. In a few instances a larger engine replaces a former unit, but more often it becomes an option or makes up an additional model.

Sir George Harriman

As Sir George said: 'Export thoughts are behind many of these moves.'

Safety, too, has been subject of a great deal of activity in the design departments of British manufacturers. Legislation in different countries, has brought in many new developments, and the new emphasis on safety has made it a strong selling point as well.

The Earls Court motor show on the surface is a carnival of gaiety and colour, and a high social occasion, but underneath lies a hard, competitive market place.

Toy display at Design Centre

THE DESIGN CENTRE'S annual display of toys, which has just opened and continues to January 4, includes several of the new and very popular constructional playthings made of cardboard among the many well-designed modern British toys on show. Also included in the display are several new soft toys, dolls, games and other playthings, as well as favourites from previous years. All the toys in the display have been carefully checked for safety and good workmanship, as well as for their play value.

Trading links preserved at Plovdiv Fair

A report from the Commercial Section, British Embassy, Sofia

CONDITIONS FOR THE 24TH INTERNATIONAL FAIR at Plovdiv did not seem auspicious. The shadow of Czechoslovakia, coupled with increasing signs recently of a shortage of foreign exchange (not surprising, in view of the serious drought which hit the country at the beginning of the year) have threatened to check the growth of Bulgaria's trade relations with the West and all seemed set for a dull, and probably unsuccessful, fair. In the event, things turned out rather better than expected.

Although the United States and a few individual exhibitors withdrew from the fair as a protest against the part played by Bulgaria in the occupation of Czechoslovakia, and although a number of VIPs from the West cancelled their visits, by and large both the Bulgarians and the foreign exhibitors followed an unstated but tacitly understood policy of keeping off politics and of concentrating instead on preserving existing trade links and establishing new ones. And from this point of view the fair can be considered a success. Not only were the State foreign trade organizations active at Plovdiv, but there was a good attendance from representatives of factories, medical institutes, research stations, State farms, and many other institutions on whose behalf the foreign trade organizations purchase equipment from abroad. It was therefore easy for foreign exhibitors to talk with the end user and almost all British representatives at Plovdiv report having met all the contacts they wanted to meet.

Plenty of contacts then, but on the contract side a rather less satisfactory picture. Bulgaria is not in a position at the moment to buy a large amount of machinery and other products brought in by exhibitors from the West in addition to the substantial orders she has already placed this year in the ordinary way of business. The West German, Italian and Austrian pavilions have a great deal of costly machinery on display and one can only suppose that much of it was either purchased before the fair or will have to be taken home again. The British exhibits were generally modest, and while negotiations for some sizeable orders have been initiated at the fair and might lead to useful business eventually, the only orders which had been definitely placed a week after the fair had opened, with British exhibitors, were relatively small ones, mainly for equipment on display. This is a repetition of last year's situation, when the only three large orders taken by British exhibitors at Plovdiv arising directly out of the fair were finalized several weeks after it was over. During the last two days of the fair two exhibitors in the British Pavilion secured contracts, each in the region of £20,000; this is, of course, encouraging.

The British Pavilion at Plovdiv was for the second year running designed and organized by COI and the Board of Trade. Some 30 British firms participated individually, a third of them being members of the London Chamber of Commerce who, for the second successive year, had organized a combined stand. In addition, there were half a dozen British firms exhibiting in other pavilions in the fair. The British Pavilion, which was visited on separate occasions by the Bulgarian Prime Minister, the Minister of Foreign Trade, and the president of the Bulgarian Chamber of Commerce, was generally admired as a cheerful, well-designed, functional display and the presentation of a gold medal to Fisher Bendix was probably intended not only as a tribute to the attractive design of this particular firm's stand but also as an appreciation of the general quality of exhibit in the British Pavilion.

Heavy engineering, agricultural machinery, contractors' plant, engines, electronic instruments, refrigeration and temperature control, tools (including diamond), oil, printing machinery, medical equipment and some consumer goods, were all represented in the British Pavilion; it is perhaps worth while noting that some of the goods which our Western competitors thought worthwhile exhibiting but which were not in evidence at the British stands included greenhouses, textile machinery, paper and board plant, leather processing machinery, woodworking machinery, cables, traffic lights, buses and railway equipment.

Next autumn Bulgaria will be holding the 25th Plovdiv Fair and to mark the occasion the duration of the fair (which is normally 10 days and which in the view of many exhibitors could be realistically cut to one week) will be extended to 15 days.

Mr. David Hughes (left), export executive of Pye Unicam, Cambridge, explains one of his company's instruments to Bulgarian customers at this year's Plovdiv International Trade Fair. When the exhibition closed the company had sold nearly every instrument on the stand, and brought in orders totalling £22,560.

Third Antiquarian Book Fair in Amsterdam

BETWEEN SIX and ten million guilders was the estimated value of old and rare books, prints and maps shown at the three day Antiquarian Book Fair which was held in the Arti et Amicitae gallery, Amsterdam, from October 3 to 5.

Sixty-six participants displayed on 61 stands at the fair which attracted entries from 12 countries including several European as well as the United States, Japan and the United Kingdom. The British representation was the strongest one with 17 firms taking part, 13 of whom combined in a joint venture with the Board of Trade, maintaining Britain's position as the centre of the rare book world.

All the books were for sale and covered geography and topography, religion, theology, general literature, history, fine arts and the sciences. Among the interesting examples of medieval handwriting a high quality specimen from 10th century Italy drew special attention and was priced at 44,000 guilders. The most valuable object was, however, a copper engraved book from China that would cost 75,000 guilders.

Several British exhibitors reported early success in selling a number of items and other expressed pleasure at having an opportunity to meet dealers and buyers from other parts of the world or to make purchases that otherwise might have been missed. It is as important for dealers to buy as well as sell and the Book Fair provides such opportunities.

BRITISH FURNITURE IN NEW YORK

Mr. Edmund Dell, Minister of State, Board of Trade, examines a fine piece of reproduction furniture made by Bevan Funnell Ltd. of Brighton in the New York showrooms of Mallory-Webster Inc., the firm's United States agent. Mr. Ronald Connelly, president of the United States company is shown with him.

British footwear manufacturers prominent at Montreal show

A report from the British Trade Commission, Montreal

THE 1968 Shoe and Leather Fair organized by the Shoe Manufacturers Association of Canada was held in Concordia Hall, Montreal, from October 6 to 8 inclusive. This was only the second occasion on which the show had taken place in the 200,000 square foot Concordia Hall, and the third occasion on which British manufacturers had been allowed to participate.

This year's show was an unqualified success. Experience gained during the previous year's show in the new surroundings resulted in better display facilities, and better overall organization. The attendance of approximately 6,000 trade registrants who came from all Canadian provinces was considered most satisfactory, as a high percentage of the total were retail footwear buyers.

Joint venture

The group exhibit of British footwear manufacturers which was a joint venture between the Board of Trade and the British Footwear Manufacturers Federation included separate booths for seven British manufacturers and a BFMF information booth. The extent of participation was therefore somewhat reduced from 1967, but this was solely due to direct competition from the Chicago Shoe Fair which was being held at the same time. Some of the British footwear manufacturers who would normally have taken part in the Canadian show could not take part due to commitments in Chicago.

The Central Office of Information designed modifications to the standard booths offered by the organizers and commissioned the building of an attractive information booth. Exhibitors had both an open display area and a small private office and were therefore able to mount impressive displays of their new ranges of footwear and at the same time conduct negotiations with serious buyers in privacy. The British group showing compared favourably with the standard set by the sophisticated displays mounted by the larger Canadian manufacturers, and was definitely above the average.

Fashion lines

Within the BFMF group five firms were showing ladies' shoes, three men's shoes and one children's shoes. The ladies' range featured high fashion lines, mainly in medium to better qualities. Softer and more rounded toes were a general feature of the British-made products, also slightly higher heels. In men's footwear prominence was given to grain leathers featuring a medieval or antique look while tan shades tended to be lighter and brighter. The range of children's shoes featured good quality products designed for correct fitting and hard wear. Most of these shoes which have been well accepted by the Canadian trade were neatly styled for general school wear, but a portion of the range was styled to follow recent trends in women's fashion.

At least three other lines of high quality British footwear for men were included in displays outside the BFMF group. These were to be seen in composite exhibits mounted by affiliated Canadian manufacturers and an import agent, and included two of the better known brand names.

Export measure

One hundred and seventy-eight booths of varying size occupied almost the complete space available. The largest number of exhibitors were in the footwear section, and in addition to Canadian and British exhibitors included groups from France, Ireland and the Netherlands. There was also a separate section of the hall set aside for suppliers to the industry comprising tanners, manufacturers of findings and distributors of these products. Although there was no direct participation by British manufacturers in this section, British-made leather was prominently displayed by several of the leather distributors.

The value of participation in this event is illustrated by the growing volume of British last made footwear exports to Canada, which amounted to 373,000 pairs valued at $2.5 million in the first seven months of 1968, compared with exports of 337,000 pairs in the same period of 1967.

Promoting British giftware

ABOUT 120 guests, including many giftware buyers from major departmental stores, multiples and wholesalers, attended recent receptions in Copenhagen and Stockholm given by the Export Council for the Gifts Industry in United Kingdom to launch the 20th International Gifts Fair to be held in Blackpool next February; the Stockholm reception took place during British Week Stockholm, when many items bought at this year's Fair were prominently displayed in several shops.

Welcoming guests to the receptions, Mr. Elkan Simons, chairman of the Export Council for the Gifts Industry and founder of the Fair, said that the British gifts industry, although comparatively young, was extremely virile, a claim supported by the fact that exports of British-made giftware in 1967 totalled some £129 million sterling.

Describing the International Gifts Fair, Mr. Simons said it was built on the principle that the constant demand for something new made it necessary for buyers to cross international boundaries, seeking the best that every country had to offer. The Fair had, over a period of 20 years, become an international meeting place where buyers from some 40 countries could examine the products of over 1,100 exhibitors from most countries of the world.

British firms at Photokina double in number this year

A report from the British Embassy, Bonn

THE 10th World Photography Fair 'Photokina' took place from September 28 to October 6 in conjunction with the Second International Congress of Photography and Cinematography in Industry and Technology, in Cologne.

The Exhibition and Congress were attended by 183,200 visitors (192,000 in 1966), of which 28,100 (27,000) were foreign visitors. Despite the slight drop in the number of visitors overall business activity and attendance by trade buyers are reported to have increased on the 1966 figure.

Dr. Karl Schiller, the Federal German Minister of Economics, opened the Exhibition and amongst the prominent visitors were the Federal President, Dr. Heinrich Lübke, and Diana Rigg, well known in Germany as Emma Peel of the popular television series 'The Avengers'.

Although there were no revolutionary new products in the amateur field to compare with the introduction of the super 8 cine camera or the 'instant' photographic cameras introduced during the 1966 exhibition, considerable interest was stimulated by new and improved products, such as slide and cine projectors and accessories for editing and sound synchronization. The increasing number of 'instant' photographers has led to automatic machine developing/printing and thereby created a market for the inexpensive home laboratory for the more discerning amateur, who finds it difficult to obtain the standard of printing he would like from his local retailer. Home laboratory 'packs' and equipment were therefore particularly in demand.

The impetus given by the Congress on Photography in Teaching and Technology and the growing market in the education field has led more firms in the audio-visual teaching aids sector to exhibit, and considerable activity was reported in this area. Photography has long been in the curriculum of the German schools.

Microfilm equipment, photostat copying machines and computer memory storage tape were also more in evidence at this Photokina than before, which contributed to the overall impression that the exhibition is becoming increasingly more important for the technical, industrial, educational and professional visitor.

Encouraged by the success of the British Photographic Export Group/Board of Trade joint venture stand in 1966, some 43 British companies exhibited on the British group stand this time – nearly twice the number. A further 19 British companies exhibited independently, constituting a total of 62 firms, which was the largest foreign participation at the exhibition.

A wide variety of professional and scientific cameras, enlarging equipment, developing machines, studio equipment and camera accessories for the professional, as well as home cine films, roll films, enlargers, flash equipment and camera accessories for the amateur were to be seen on the British stands.

During the exhibition many interesting inquiries were received, direct orders taken and agencies for Germany and many other countries were negotiated by the British firms, almost all of whom expect considerable business as a result of the exhibition. Orders for £100,000 over the next two years were reported by one British company, whilst other reports of orders varying from £1,500 to £30,000 were noted.

The British stands were particularly well visited by importers from Common Market and EFTA countries, which was borne out by the number of agency arrangements and orders taken from Europe. However, large orders from the United States, and inquiries from countries as far afield as Canada, Australia, New Zealand, Indonesia, Israel, Tunisia, Angola, Kuwait and East Africa were also reported.

The large British participation at the Photokina was of tremendous value from the point of view of the British photographic industry as a whole which tends to be over-shadowed in the public image by those countries with large manufacturers of cameras for the amateur.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

Ceylon

A LOAN AGREEMENT under which Britain will provide economic assistance to Ceylon to the value of £2 million was signed in Colombo on October 7. The money will be used for the purchase from Britain of fertilizers, tractors, implements and spares, motor spares and commercial vehicles.

Inquiries concerning this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642), quoting Reference CRE/21315/P.

Iceland and Poland

A PROTOCOL to the three year Trade Agreement of September 1966 between Iceland and Poland was signed in Warsaw on September 13 and provides for the exchange of goods during 1969.

Icelandic exports to Poland may include frozen and salted herring, frozen fish fillets, canned fish products, fish meal and herring meal, medicinal cod liver oil and industrial oils and salted sheep skins.

Included in the list of goods which may be exported from Poland to Iceland are ships, machinery, coal and coke, potatoes, sugar, dried chicory roots, wood and wooden products, window glass and cement.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Tunisia and Rumania

THE TUNISIAN *Journal Officiel* of July 19-23, 1968 announced the renewal, for a further year from May 1 of the trade agreement of 1964 between Tunisia and Rumania. Quotas under the agreement are unchanged compared with the previous year (see *Board of Trade Journal* of August 25, 1967).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 or 467).

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Tunisia and Turkey

THE TUNISIAN *Journal Officiel* of August 23-27, 1968, announced the renewal, for a further year from July 17, of the trade agreement of 1967 between Tunisia and Turkey. No quota values are stated.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of July 12, 1968 a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period July-September 1968.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They were written as a result of special inquiries from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subsciption to the *Bulletin* which contains much useful information in addition to Market Reports costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433).

Market reports (by country)

Country	Commodity	Bulletin No.
Kuwait	Pharmaceuticals	138/68
Australia	Pumps	140/68
Spain	Modernization Programme for Spanish Shipyards	143/68
Kuwait	Air Conditioning Equipment (Domestic and Central)	144/68
United States of America	Machine Tools	146/68
Australia	Telecommunications Equipment	171/68
Hong Kong	Engines, Equipment and Fittings for Small Craft	182/68
Puerto Rico	Vehicles, Vehicle Spare Parts, Tyres and Batteries	183/68
Libya	Ready Made Clothing, Footwear and Accessories	188/68

Market reports (by commodity)

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Vehicles, Vehicle Spare Parts, Tyres and Batteries	Puerto Rico	183/68
Ready Made Clothing, Footwear and Accessories	Libya	188/68

Analysis of export opportunities

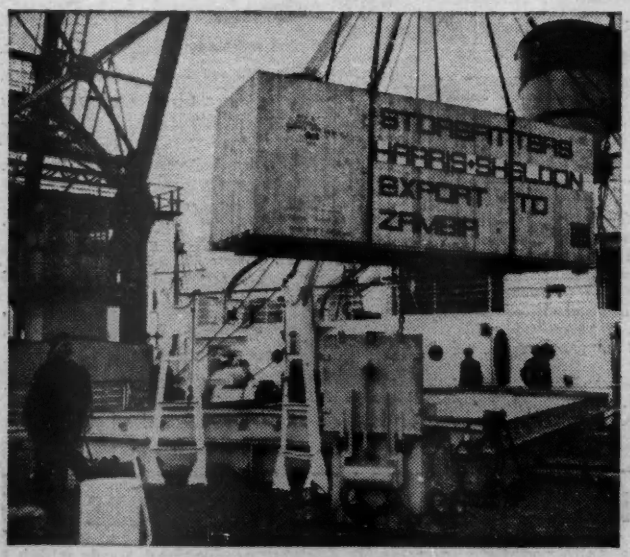
DURING THE quarter ended September 30 the Export Service Bulletin published information about export opportunities open to

British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7031).

Quarter ended September 30, 1968

Commodity	*No. of Enquiries*
Aircraft and Watercraft	80
Antiques and Works of Art	3
Baby and Invalid Carriages	2
Boots, Shoes and Slippers	27
Brushes and Brooms	11
Building Supplies	192
Ceramic Products	39
Chemicals, Oils, Fats, Greases and Paints	350
Clothing	143
Contracts	361
Cosmetics, Toilet Preparations, Perfumery and Hairdressing Equipment	15
Domestic Appliances	62
Druggists' Sundries	23
Drugs and Pharmaceutical Preparations	103
Electrical Machinery and Apparatus	1,009
Fancy Goods	40
Foodstuffs, Beverages and Tobacco	102
Furniture and Floor Coverings	70
Glass and Glassware	43
Hard Haberdashery	10
Iron and Steel	485
Jewellery, Cutlery, Goldsmiths' and Silversmiths' Wares	31
Leather and Imitation Leather	25
Leather Goods	13
Livestock and Appliances and Equipment	11
Machinery and Plant (including Machine Tools)	1,514
Medical and Surgical Instruments and Appliances	138
Metalwares	15
Mineral Products	50
Musical Instruments	10
Non-Ferrous Metals	178
Office Machinery and Equipment	62
Paper, Printed Matter and Stationery	194
Photographic and Cinematographic Equipment	39
Plastic Materials	69
Prefabricated Houses and Buildings	5
Radio Apparatus (including Record Players, Television Receivers and Tape Recorders)	121
Railway Equipment	123
Rubber Manufacture	74
Scientific and Optical Instruments	307
Soap and Cleansing Preparations	22
Spectacleware, Opticians' Supplies	4
Sports Goods	30
Textiles	233
Timber, Wood Manufacturers	13
Tools, Hand and Engineers' Small (including Portable Power Tools)	160
Toys, Games and Model Engineering	21
Vehicles and Parts	189
Watches and Clocks	7



The first consignment of store fittings made by Harris & Sheldon Contracts Ltd., Perry Barr, for the Mwaiseni Department Store in Lusaka, is lowered into the hold of the m.v. 'Port Nelson' at Liverpool. The company has won a £25,000 contract to supply and fit the entire store interior.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(200/68) Electrical Equipment for Minister of Public Works. (Pre-qualification.) November 30. E.S.B. 38008/68.

ANGOLA

(201/68) Washers; Track Lubricating Equipment, etc. for Serviços de Compras and Armazens. December 4. E.S.B. 38031/68.

ARGENTINA

Empresa Nacional de Telecommunications:
(200/68) Radio/Telephone System. November 21. E.S.B. 38004/68.*
(201/68) Radio/Telephone System. November 4. E.S.B. 38003/68.*
Secretaria de Cultura y Educacion:
(203/68) Laboratory Equipment. November 5. E.S.B. 38350/68.*
(203/68) Blood Transfusion and Laboratory Equipment. November 4. E.S.B. 38351/68.*
(203/68) Surgical Equipment and Accessories. November 4. E.S.B. 38348/68.*
(203/68) Balances. November 5. E.S.B. 38349/68.*
(203/68) Hospital Equipment. November 5. E.S.B. 38352/68.

AUSTRALIA

(199/68) Electron Tubes for Deputy Assistance Director-General Supply. (Further Information.) Tender documents now available. E.S.B. 37177/68* and 37178/68.*
Isis Shire Council:
(201/68) Sewerage Treatment Equipment. November 6. E.S.B. 37850/68.
(201/68) Submersible Pumps. October 30. E.S.B. 38009/68.*
(203/68) Television Monitoring and Testing Equipment for Postmaster-General's Department. November 12. E.S.B. 38344/68.*
(201/68) Radar Speed Detection Units for Queensland State Stores Board. November 7. Bids may be sent to Agent-General, Queensland Government Offices, 392/3 Strand, London, W.C.2, not later than 10 a.m. on October 29, 1968. E.S.B. 38574/68.*
(199/68) Travelling Crane for Rockhampton City Council (Further Information.) Tender documents now available. E.S.B. 37678/68.*
(202/68) Conductor for State Electricity Commission of Queensland. October 30. E.S.B. 38340/68.

BRAZIL

Centrais Electricas de Sao Paulo (CESP):
(200/68) Electrical Equipment. November 27. E.S.B. 37898/68.*
(200/68) Relays. (Further Information.) Tender documents now available. E.S.B. 36846/68.*
(202/68) Generator for Centrais Electricas de Goiás SA. (Further Information.) Tender documents now available. E.S.B. 36346/68.*
Companhia Auxiliar de Empresas Electricas:
(201/68) Batteries and Battery Chargers. November 18. E.S.B. 38064/68.
(202/68) Transformers. (Further Information.) Tender documents now available. E.S.B. 37326/68.*

BRUNEI

(199/68) Lorries for Director of Public Works. November 5. E.S.B. 37860/68.*

BURMA

Ministry of Defence:
(202/68) Steel Tubing. November 3. E.S.B. 38098/68.*
(202/68) Pump. November 10. E.S.B. 38099/68.*
(200/68) Capillary Tubes; Hose for People's Electro-Mechanical Services. November 12. E.S.B. 36871/68.*
People's Oil Industry:
(202/68) Laboratory Apparatus. November 11. E.S.B. 38320/68.*
(202/68) Crane; Pile Hammer. October 31. E.S.B. 38100/68.*
(202/68) Outboard Motors. October 31. E.S.B. 38319/68.*
Public Works Corporation:
(202/68) Synthetic Resin Sheets. March 11, 1969. E.S.B. 38318/68.*
(202/68) Tiles. November 11. E.S.B. 38301/68.*
(202/68) Reflectors. February 24, 1969. E.S.B. 38312/68.*
(202/68) Insulation Tape. February 17, 1969. E.S.B. 38313/68.*
(202/68) Electric Lamps. February 10, 1969. E.S.B. 38514/68.*
(202/68) Lamps. February 3, 1969. E.S.B. 38315/68.*
(202/68) Electric Lamps. January 27, 1969. E.S.B. 38316/68.*
(202/68) Electric Lamps. January 20, 1969. E.S.B. 38317/68.*
(202/68) Soft and Hard Board. November 18. E.S.B. 38302/68.*
(202/68) Padlocks. November 25. E.S.B. 38303/68.*
(202/68) Door Handles. December 2. E.S.B. 38304/68.*
(202/68) Window Accessories. December 9. E.S.B. 38305/68.*
(202/68) Hooks and Eyes. December 16. E.S.B. 38306/68.*
(202/68) Nuts and Bolts. December 23. E.S.B. 38307/68.*
(202/68) Wire Netting. December 30. E.S.B. 38308/68.*
(202/68) Paint Brushes. January 6, 1969. E.S.B. 38309/68.*
(202/68) Wire. January 13, 1969. E.S.B. 38310/68.*
(202/68) Electric Indicator Lamps. March 4, 1969. E.S.B. 38311/68.*
Union of Burma Railway Board:
(202/68) Axle Boxes and Covers. December 2. E.S.B. 38338/68.*
(203/68) Glass. December 5. E.S.B. 38335/68.*
(203/68) Permanent Way Equipment. December 2. E.S.B. 38336/68.*
(203/68) Wheels, Axles and Tyres. December 5. E.S.B. 38337/68.*

CEYLON

(198/68) Boring and Turning Mill for Ceylon Government Railway. (Further Information.) Tender documents now available. E.S.B. 36550/68.*
(200/68) Fork-lift Trucks for Ceylon Tender Board. (Further Information.) Tender documents now available. E.S.B. 36525/68.*
(200/68) Absorbent Gauze and Lint for Ministry of Health. November 26. E.S.B. 37827/68.*
(198/68) Excavating Plant and Equipment for River Valley Development Board. (Further Information.) Closing date extended to October 31. E.S.B. 35314/68.
State Engineering Corporation of Ceylon:
(198/68) Pumps; Pipes and Fittings. November 10. Tender documents now available. E.S.B. 37828/68.*
(203/68) Drill Steel. November 16. E.S.B. 38368/68.*
(198/68) Aluminium Sheets and Extrusions for Tender Board. November 13. E.S.B. 37821/68.*

COLOMBIA

(203/68) Studio Lamps for Instituto Nacional de Radio y Televisión. November 14. E.S.B. 38377/68.

COSTA RICA

La Proveeduria Nacional:
(201/68) Pharmaceuticals. October 30. E.S.B. 38029/68.
(201/68) Pharmaceuticals. October 31. E.S.B. 38028/68.*
(201/68) Pharmaceuticals. October 30. E.S.B. 38030/68.*
(202/68) Frozen Semen. November 1. E.S.B. 38347/68.*
(203/68) Pharmaceuticals. October 30. E.S.B. 38607/68.*

ETHIOPIA

(201/68) Post Office Equipment for Ministry of Posts, Telegraphs and Telephones. October 31. E.S.B. 38038/68.*

GERMANY, FEDERAL REPUBLIC OF

Joint Purchasing and Contracting Officer, Headquarters, Northags:
(199/68) Stationery. December 2. E.S.B. 37891/68.*
(199/68) Drawing Materials. December 2. E.S.B. 37892/68.*
(199/68) Folders and Folder Accessories. December 2. E.S.B. 37893/68.*
(199/68) Plastic Foils and Tapes. December 2. E.S.B. 37894/68.*
(199/68) Office Equipment. December 2. E.S.B. 37895/68* and 37896/68.*

GREECE

(199/68) Barium for Institute of Social Insurance. November 28. E.S.B. 37882/68.*
Ministry of Commerce:
(199/68) Vehicles. November 8. E.S.B. 37878/68.*
(196/68) Fire-fighting Vehicles. November 4. E.S.B. 37887/68.*
(199/68) Vehicles. November 6. E.S.B. 37888/68.*
(201/68) Relays. October 30. E.S.B. 38080/68.
(202/68) Electrical Components. (Further Information.) November 4. E.S.B. 32013/67.*
Ministry of National Defence:
(199/68) Wire Rope. November 9. E.S.B. 37883/68.*
(199/68) Bathythermographs. November 4. E.S.B. 37881/68.*
(199/68) Water Sampling Bottles. November 7. E.S.B. 37886/68.*
(202/68) Oscillograph for Public Power Corporation. November 13. E.S.B. 38082/68.

(*Continued on page* 1073)

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

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If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate Ldn.). mentioning the products or countries of special interest to you.

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INDIA

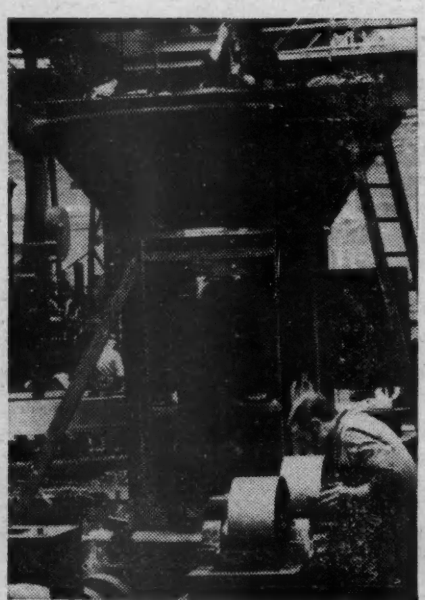
Bhabha Atomic Research Centre:
(200/68) Hydraulic Press. November 7. E.S.B. 38023/68.
(200/68) Annealing Crucibles. November 22. E.S.B. 38024/68.
(200/68) Electric Heating Units. November 25. E.S.B. 38025/68.
(200/68) Electric Heaters. November 25. E.S.B. 38026/68.
Directorate-General of Supplies and Disposals:
(201/68) Pantograph. (Further Information.) The closing date has been postponed to October 26. E.S.B. 31950/68.
(201/68) Lathe. (Further Information.) The closing date has been postponed to November 8. E.S.B. 30823/68.
(203/68) Sand Pump Installation for Madras State Electricity Board. (Further Information.) Closing date further postponed to November 20. E.S.B. 30083/68.*
(201/68) Semi-Trailer for UP State Electricity Board. (Further Information.) The closing date has been postponed to October 26. E.S.B. 23638/68.

IRAN

(198/68) Tyres and Tubes for Head Office of Ordnance Department. November 25. E.S.B. 37809/68.*
Iranian State Railways:
(202/68) Moulding Boxes. November 23. E.S.B. 38089/68.*
(202/68) Cable. November 23. E.S.B. 38090/68.
(201/68) Fork-lift Truck for Iranian Tobacco Monopoly. November 26. E.S.B. 38039/68.*

IRAQ

(198/68) Laboratory Glassware for Dairy Administration. November 5. E.S.B. 37851/68.
(200/68) Diesel Sets: Construction of Power House for Director-General of Projects. (Further Information.) Tender documents now available. E.S.B. 35907/68.*
(198/68) Physical Culture Equipment for Ministry of Education. November 24. E.S.B. 37853/68.
(199/68) L.T. Meters for Ministry of Electricity. (Further Information.) Tender documents now available. E.S.B. 36858/68.*
(198/68) Triple Vaccine for Ministry of Health. November 10. E.S.B. 37854/68.
Directorate-General of Municipal and Rural Affairs:
(198/68) Insulators. November 16. E.S.B. 37863/68.
(198/68) Water Supply Extension Scheme. January 7, 1969. E.S.B. 37861/68.
(199/68) Conductors. November 7. E.S.B. 37864/68.
(199/68) Pumps. November 23. E.S.B. 37862/68.
(199/68) Ammonia Gas Cylinders for Ministry of Oil and Minerals. November 2. E.S.B. 37852/68.



The vertical shaft ballistic sorter/pulverizer of a Tollemache municipal refuse disposal plant being assembled at the Misterton works of Newell Dunford Engineering Limited for export to Sweden. The order was placed by Malmö Stads Renhallningsstyrelse with Tollemache Composting Systems Limited, a company in the Newell Dunford Engineering Limited Group. Sweden is a new export market for Tollemache plants which have already been supplied to France, Belgium and Nigeria, as well as to the Greater London Council and many local authorities in Britain.

(198/68) Boiler, Hydrogenation Process Plant; Tin Plant Machinery for Vegetable Oil Extraction Co. November 7. E.S.B. 37868/68.

IRISH REPUBLIC

(200/68) Miscellaneous Materials for Coras Iompair Eireann. November 5. E.S.B. 38022/68.
(202/68) Miscellaneous Stores for Dublin Port and Docks Board. October 31. E.S.B. 38093/68.
(200/68) Radio Control Equipment for Radio Telefis Eireann. November 19. E.S.B. 38021/68.
(198/68) Sewage Pumping Plant for Roscommon County Council. November 12. E.S.B. 37813/68.
(202/68) Construction of Sewerage Scheme for Tipperary (S.R.) County Council. October 31. E.S.B. 38094/68.

ITALY

(200/68) Air-conditioning and Ventilation Contract for Italian Authorities (NATO). November 20. A.P. 1074/68.

KUWAIT

Central Tenders Committee:
(202/68) Wire. November 17. E.S.B. 38069/68.*
(202/68) Distribution Line Joint Boxes and Materials. December 1. E.S.B. 38070/68.*
(202/68) Stationery. November 5. E.S.B. 38068/68.*

LIBYA

(200/68) Street Lighting Equipment for Ministry of Municipal Affairs. November 6. E.S.B. 38019/68.

MALAYSIA

(201/68) Electrical Equipment for National Electricity Board. November 1. E.S.B. 38034/68.

MALTA

Treasury:
(200/68) Vitamin and Protein Concentrate. (Further Information.) E.S.B. 37366/68.
(200/68) Antibiotics. November 7. E.S.B. 38014/68.*
(200/68) Surgical Dressings. November 7. E.S.B. 38015/68.*
(200/68) Disinfectants. November 7. E.S.B. 38016/68.*

MEXICO

(203/68) Transformers and Accessories for Mexican Federal Electricity Commission. The closing date has been postponed to November 7. E.S.B. 37653/68.

MOROCCO

(202/68) Water Treatment Plant for Regie des Exploitations Industrielles (REI). (Pre-qualification Information.) November 2. E.S.B. 38341/68.*

NEW ZEALAND

(203/68) Transformers for Bay of Islands Electric Power Board. December 4. E.S.B. 38345/68.*
New Zealand Electricity Department:
(203/68) Turbo Alternators. December 11. E.S.B. 38342/68.
(203/68) Re-heating Units. December 11. E.S.B. 38343/68.
(201/68) Cables for New Zealand Railways. November 13. E.S.B. 38033/68.*
(200/68) Transformers for Waitemata Electric Power Board. November 29. E.S.B. 38017/68.*

PAKISTAN

(200/68) Boiler and Flue Tubes for Pakistan Western Railway. October 30. E.S.B. 37890/68.

SAUDI ARABIA

University of Riyadh:
(201/68) Wooden Cupboards. November 16. E.S.B. 37978/68.
(201/68) Steel Shelving. November 9. E.S.B. 37977/68.

SINGAPORE, REPUBLIC OF

(203/68) Elevator Plants for Housing and Development Board. November 1. E.S.B. 38112/68.*
(203/68) Fuel Oil for Public Utilities Board. (Advanced Information.) E.S.B. 38111/68.*

SOUTH ARICA, REPUBLIC OF

(203/68) Cranes for South African Railways. January 3, 1969. E.S.B. 38324/68.*
State Tender Board:
(201/68) Concrete Mixers. October 31. E.S.B. 38045/68.*
(201/68) Radio Crystals. November 13. E.S.B. 38047/68.*
(201/68) Hydraulic Press. November 1. E.S.B. 38052/68.*
(201/68) Cable. November 11. E.S.B. 38054/68.*
(201/68) Meters: Pressure Regulator; Flow Limiters. October 31. E.S.B. 38055/68.*
(201/68) Tractor Dumpers. October 31. E.S.B. 38056/68.*
(201/68) Sump Pumps. October 31. E.S.B. 38057/68.*
(201/68) Welding Sets. October 31. E.S.B. 38058/68.*
(201/68) Alternator Set. October 31. E.S.B. 38059/68.
(202/68) Alternators. November 11. E.S.B. 38046/68.*

The picture shows Mr. Alec Jones, senior design engineer of Pye of Cambridge Ltd., and designer of the company's pocketfone, together with Peter Head, a junior design engineer. A Jugoslavian third 'biennial of Industrial Design' announced that Pye Telecommunications Limited, a member of the Pye Group of Companies, had won an Industrial Design Award in Ljubljana for the pocketfone. The instrument, a very lightweight, personal, two-way portable transceiver, has been sold in quantity to police forces throughout the world.

SUDAN

(198/68) Typewriters for Director, Department of Stores and Equipment. October 31. E.S.B. 37856/68.*

SYRIAN ARAB REPUBLIC

(199/68) Construction of Deep Water Quay for Major Projects Administration. October 31. E.S.B. 37839/68.

TAIWAN

Central Trust of China:
(198/68) Freight Cars for Railway. November 5. E.S.B. 37659/68.*
(202/68) Lathe. November 8. E.S.B. 38323/68.*
(202/68) Station Protector Sets. November 19. E.S.B. 38329/68.*
(203/68) Gauges. November 8. E.S.B. 38122/68.*
(203/68) Bentonite. November 7. E.S.B. 38332/68.*

THAILAND

(201/68) Agricultural Machinery and Equipment; Vehicles for Department of Vocational Education. December 2. E.S.B. 38035/68.*
State Railway of Thailand:
(198/68) Fuel Filter. November 4. E.S.B. 37804/68.
(199/68) Hose. October 30. E.S.B. 37803/68.

TURKEY

(201/68) Pumping Station Equipment for Devlet su Isleri Genel Mudurlugu. November 25. E.S.B. 38061/68.*
(200/68) Pump Units for Turkiye Petrolleri AO. October 31. E.S.B. 37749/68.*

UNITED STATES OF AMERICA

(199/68) Electricity Sub-station for United States Department of the Interior, Bureau of Reclamation. November 19. E.S.B. 37498/68.

URUGUAY

(201/68) Soldering Equipment for State Railways (AFE). (Further Information.) Tender documents now available. E.S.B. 37166/68.*

VIETNAM

Le Centre de Development Industriel:
(198/68) Food Packing Machinery. November 30. E.S.B. 37513/68.*
(201/68) Watch Manufacturing Equipment. November 15. E.S.B. 37760/68.*

ZAMBIA

(202/68) Construction of a Dam for Government of Zambia. (Pre-qualification.) October 31. E.S.B. 38197/68.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(198/68) Inquiry for veneers. E.S.B. 36984/68.
(199/68) Inquiry for sisal tow. S.S.B. 37516/68.
(201/68) Société Nationale d'Etudes de Gestion, de Réalisation et d'Exploitation Industrielles (SNERI). C.R.E. 11646/3/G.

Argentina
(198/68) Inquiry for generating equipment; laboratory equipment. E.S.B. 36500/68.

Aruba
(199/68) Inquiry for bottle caps. E.S.B. 36970/68.

Australia
(199/68) Agency inquiry for furnishing fabrics. E.S.B. 21239/68.
(200/68) Agency inquiry for marine pyrotechnics. E.S.B. 37496/68.
(201/68) Agency inquiry for copper clad laminates. E.S.B. 37936/68.
(198/68) Inquiry for veterinary ethical instruments and appliances; pet preparations and appliances. E.S.B. 36759/68.
(199/68) Inquiry for PVC cutting sticks. E.S.B. 36470/68.
(199/68) Inquiry for secondhand teleprinter equipment. E.S.B. 37228/68.
(201/68) Inquiry for conduit. E.S.B. 29394/68.
(202/68) Inquiry for marinewear; rainwear; sportswear; stable flotation element; waterproof coated fabrics. E.S.B. 38218/68.

Australia — Waiver of British Preference.
(198/68) Inquiry for aluminium oxide mesh. E.S.B. S/87/68.
(198/68) Inquiry for repulpable splicing tape. E.S.B. S/86/68.
(199/68) Inquiry for nail fastening tool. E.S.B. M/65/68.
(199/68) Inquiry for tipped tyre studs. E.S.B. M/66/68.
(201/68) Inquiry for fluid bed spray granulating, mixing and drying machine. E.S.B. S/89/68.
(201/68) Inquiry for glue and chip proportioning machine conversion plant. E.S.B. M/67/68.
(201/68) Inquiry for silo components. E.S.B. M/68/68.
(202/68) Inquiry for pipe fittings. E.S.B. S/91/68.
(202/68) Inquiry for silicon transistors. E.S.B. S/94/68.
(202/68) Inquiry for transceiver. E.S.B. S/90/68.
(203/68) Inquiry for plastic film. E.S.B. S/96/68.

Australia/New Zealand
(198/68) Inquiry for ceramics; cutlery; fancy goods; glassware. E.S.B. 37090/68.

Austria
(199/68) Agency inquiry for whisky. E.S.B. 37298/68.
(198/68) Inquiry for condiments and sauces; do-it-yourself items; domestic ware; foodstuffs; gardening tools; giftware; health foods; pastry ingredients; pastries and cakes; tea. E.S.B. 37477/68.
(198/68) Inquiry for vacuum evaporators. E.S.B. 37424/68.
(202/68) Inquiry for laboratory containers. E.S.B. 36209/68.

Belgium
(201/68) Agency inquiry for steam cleaning apparatus. E.S.B. 37533/68.
(202/68) Agency inquiry for stone and steel working machinery; tools. E.S.B. 33455/68.

Bolivia
(198/68) Inquiry for calibrated viscometer; core analysis equipment gas and oil analysis equipment; volumetric pump. E.S.B. 37410/68.
(199/68) Inquiry for chocolate bar producing machinery. E.S.B. 28573/68.
(199/68) Inquiry for core analysis equipment; gas and oil analysis equipment. E.S.B. 35849/68.
(202/68) Inquiry for lamp ballasts and holders. E.S.B. 38247/68.

Canada
(203/68) Agency inquiry for air flow cabinets and systems; fibre optics; fibre optic instruments; monitoring equipment; portable ovens. E.S.B. 37084/68.
(198/68) Inquiry for corten steel plate. E.S.B. 36991/68.
(198/68) Inquiry for furnishing fabrics — further information. E.S.B. 31455/68.
(200/68) Inquiry for woollen fabric. E.S.B. 37716/68.
(202/68) Inquiry for carpets; linoleum and floor coverings. E.S.B. 33923/68.
(202/68) Manufacture under licence — pumps. E.S.B. 23080/68.
(203/68) Inquiry for diesel buses, inquiry in respect of public transport. E.S.B. 35884/68.

Ceylon
(198/68) Agency inquiry for bathroom sanitary fittings and tiles; chinaware; crockery and glassware. E.S.B. 21841/68.
(199/68) Inquiry for bottle cap and lid making machinery. E.S.B. 34457/68.
(200/68) Inquiry for food and vegetable utilization laboratory pilot plant equipment. E.S.B. 36036/68.
(201/68) Inquiry for box board; carton making and printing machinery; fork lift trucks; printed cellulose wrappers; wax paper. E.S.B. 37937/68.

Cuba
(201/68) Import organizations. C.R.E. 3900/G

Cyprus
(199/68) Agency inquiry for cosmetics and toiletries. E.S.B. 36142/68.

Denmark
(202/68) Inquiry for marine engineering equipment. E.S.B. 28341/68.

Fiji
(199/68) Inquiry for morocco leather handbags. E.S.B. 36595/68.

Finland
(200/68) Agency inquiry for suede and leather clothing. E.S.B. 37475/68.
(202/68) Agency inquiry for knitted clothing; stockings. E.S.B. 37479/68.
(198/68) Inquiry for velvet curtaining. E.S.B. 36779/68.
(203/68) Market report on small boats and components. E.S.B. 36135/68.

France
(198/68) Agency inquiry for car accessories. E.S.B. 37247/68.
(198/68) Agency inquiry for cosmetics; druggists sundries; medical equipment; pharmaceuticals. E.S.B. 37004/68.
(199/68) Agency inquiry for beauty products; floor cloths; toilet paper. E.S.B. 36757/68.
(201/68) Agency/manufacture under licence — hospital lighting equipment; false illuminated ceilings. E.S.B. 37793/68.
(200/68) Inquiry for raincoats; suits. E.S.B. 37527/68.

Germany, Federal Republic of
(198/68) Agency inquiry for artificial leather; plastic material; leather. E.S.B. 37203/68.
(198/68) Agency inquiry for carpets. E.S.B. 37414/68.
(198/68) Agency inquiry for metal sheets; mesh; sectional steel. E.S.B. 37421/68.
(199/68) Agency inquiry for fluidic logic elements. E.S.B. 34973/68.
(199/68) Agency inquiry for metal tips; stellites; tools. E.S.B. 37279/68.
(201/68) Agency inquiry for dresses. E.S.B. 31341/68.
(199/68) Inquiry for bricklayers tools; builders felt. E.S.B. 37717/68.
(200/68) Inquiry for carton filling machines. E.S.B. 36449/68.
(200/68) Inquiry for laboratory equipment. E.S.B. 37210/68.
(202/68) Inquiry for foodstuffs. E.S.B. 37286/68.
(202/68) Inquiry for grease; hoses; vehicle components. E.S.B. 38128/68.
(202/68) Inquiry for pharmaceuticals; toiletries. E.S.B. 38110/68.

Greece
(198/68) Agency inquiry for detergents; diapers; foods; skin creams; sterilization liquids. E.S.B. 35644/68.

Guyana
(198/68) Inquiry for footwear. E.S.B. 35435/68.

Mr. Sandy Gordon (left) managing director of William Grant & Sons Ltd. supervises a 'sniffing' session at the Glenfiddich distillery during a visit of members of the international Mont Pelerin Society of economists. Senor Cisneros of Caracas, Venezuela, encourages his wife to 'nose' a sample of malt whisky. Looking on with interest is Mr. Sam H. Husbands of San Francisco.

Hong Kong
(198/68) Inquiry for polythene pellets; polystyrene granules and pellets. E.S.B. 11076/68.
(199/68) Inquiry for sewing machines. E.S.B. 36951/68.

India
(199/68) Agency inquiry for chemicals; gas compressors; oil drilling equipment and stores; oil-well cement. E.S.B. 36915/68.

Iraq
(198/68) Agency inquiry for hair cloth making machinery; refrigerator making plant; slotted angle manufacturing machinery; textile plant. E.S.B. 33350/68.
(199/68) Agency inquiry for hospital equipment; lamps; recording apparatus. E.S.B. 34354/68.
(201/68) Inquiry for paint making machinery and material; paper; stationers sundries .E.S.B. 37943/68.
(202/68) Inquiry for builders hardware; soldering essence. E.S.B. 37537/68.

Irish Republic
(201/68) Agency inquiry for breaker steels. E.S.B. 24306/68.
(199/68) Inquiry for furniture. E.S.B. 37296/68.

Israel
(198/68) Agency inquiry for glassware. E.S.B. 37474/68.

Italy
(198/68) Agency inquiry for air-cushioned vehicle; pumps; welding machines. E.S.B. 37244/68.
(199/68) Agency inquiry for bottle sorting, washing and capping equipment; label dating equipment; control and analysis apparatus for soft drinks. E.S.B. 37083/68.
(199/68) Agency inquiry for grommets; washers. E.S.B. 37540/68.
(199/68) Agency inquiry for injection machine; polyurethane foam manufacturing materials. E.S.B. 37087/68.
(199/68) Agency inquiry for measuring instruments. E.S.B. 34953/68.
(199/68) Agency inquiry for steel; steel cold drawing equipment. E.S.B. 37246/68.
(199/68) Agency inquiry for yarns. E.S.B. 37534/68.
(200/68) Agency inquiry for clothing fabrics. E.S.B. 36937/68.
(201/68) Agency inquiry for audio-visual aids; educational aids and supplies; nursery goods and equipment; toys. E.S.B. 37086/68.
(198/68) Inquiry for water treatment plants. E.S.B. 37085/68.
(199/68) Inquiry in respect of milk processing equipment. E.S.B. 37483/68.
(200/68) Inquiry for barley, beans, oats. E.S.B. 34452/68.
(200/68) Inquiry for interphone. E.S.B. 37708/68.
(200/68) Inquiry for salted and pickled fish. E.S.B. 37917/68.
(201/68) Inquiry for extrusion machines and accessories. E.S.B. 37998/68.
(201/68) Inquiry for guillotine shear machine; inclinable eccentric press. E.S.B. 36995/68.
(201/68) Inquiry for woodworking machinery. E.S.B. 38108/68.
(202/68) Inquiry for synthetic yarns. E.S.B. 38157/68.

Jamaica
(199/68) Agency inquiry for novelties; sports goods and equipment; toys. E.S.B. 37295/68.
(199/68) Inquiry for hydraulic hose and couplings. E.S.B. 37545/68.

Jordan
(198/68) Inquiry for area compounds; pen brooms. E.S.B. 37430/68.

Kenya
(202/68) Joint manufacture – vending machines. E.S.B. 34847/68.

Lebanon
(199/68) Agency inquiry for catering equipment; laundry machines; stationery and office supplies. E.S.B. 36458/68.

Libya
(199/68) Agency inquiry for dresses; knitwear; men's suits; underwear. E.S.B. 36935/68.
(201/68) Inquiry for concrete trade equipment; hand tools; plumbers supplies; sanitary-ware; woodworking machinery – further information. E.S.B. 27834/68.

Luxembourg
(201/68) Inquiry for do-it-yourself equipment, materials and accessories. E.S.B. 36448/68.

Malawi
(201/68) Agency inquiry for suitcase lining paper. Inquiry for candyfloss machine. E.S.B. 37019/68.

Malaysia
(200/68) Agency inquiry for door locks. E.S.B. 17901/68.
(200/68) Agency inquiry for sanitary fittings. E.S.B. 37425/68.

Morocco
(200/68) Inquiry for contractors plant. E.S.B. 29807/68.

Netherlands
(199/68) Inquiry for projectors. E.S.B. 37546/68.

New Zealand
(198/68) Inquiry for footwear machinery and materials. E.S.B. 37408/68.
(198/68) Inquiry for human hair. E.S.B. 37452/68.
(201/68) International Trade Fair – Auckland. E.S.B. 1216/G.
(202/68) Inquiry for cotton fabrics. E.S.B. 31680/68.

†For further details of the 'Export Service Bulletin' see page 1070.

Norway
(199/68) Agency inquiry for bathing and beach wear. E.S.B. 37419/68.

Pakistan
(199/68) Agency inquiry for fertilizers; insecticides; pesticides. E.S.B. 37075/68.
(201/68) Inquiry for guar gum production plant. E.S.B. 24316/68.
(203/68) Inquiry for pipe fittings. E.S.B. 38107/68.

Persian Gulf States
(202/68) Inquiry for contractors plant; polyester flooring compounds. E.S.B. 37926/68.

Peru
(199/68) Inquiry for high pressure testing equipment. E.S.B. 36465/68.

Portugal
(199/68) Manufacture under licence – mobile tower cranes. E.S.B. 37492/68.
(201/68) Inquiry for timber knot extraction and filling machinery. E.S.B. 37939/68.
(202/68) Inquiry for pipe fittings. E.S.B. 38161/68.

Puerto Rico
(198/68) Inquiry for injection moulding machines, tools and dies. E.S.B. 37458/68.
(200/68) Inquiry for steel rolling mill. E.S.B. 21423/67.

Saudi Arabia
(201/68) Inquiry for desk sets; key rings; sealing machine; writing paper and envelopes. E.S.B. 37968/68.

Singapore
(202/68) Inquiry for laundry machinery. E.S.B. 38153/68.

South Africa, Republic of
(201/68) Agency inquiry for metal products. E.S.B. 37916/68.
(200/68) Inquiry for clutch, brake lining. E.S.B. 37253/68.

Spain
(199/68) Manufacture under licence – prefabricated timber dwellings. E.S.B. 37495/68.
(202/68) Inquiry for public works machinery and tools; quarrying machinery and equipment. E.S.B. 36112/68.

Sweden
(202/68) Agency inquiry for steel products. E.S.B. 28541/68.

Switzerland
(202/68) Agency inquiry for fabric and knitted piecegoods. E.S.B. 35105/66.
(201/68) Inquiry for steel tube. E.S.B. 37997/68.
(202/68) Inquiry for plastic sheeting. E.S.B. 37764/68.

Thailand
(201/68) Inquiry for voltage regulator. E.S.B. 37405/68.

Trinidad/Tobago
(198/68) Inquiry for metal spraying equipment. E.S.B. 37423/68.
(198/68) Inquiry for plastic spray; polythene film; spraying process. E.S.B. 37299/68.
(201/68) Inquiry for floor sanding machines; steam cleaning equipment. E.S.B. 37941/68.
(202/68) Inquiry for sanitary towel manufacturing machinery. E.S.B. 37452/68.

Tunisia
(200/68) Inquiry for gifts. E.S.B. 37772/68.

Tunisia/Niger
(198/68) Trade Agreement. E.S.B. 1209/G.

United Arab Republic (Egypt)
(198/68) Inquiry for textile machinery. E.S.B. 37429/68.

United States of America
(202/68) Agency inquiry for pneumatic and electric grinders; steel fabrication tools. E.S.B. 37652/68.
(199/68) Inquiry for nails. E.S.B. 37516/68.
(199/68) Inquiry for pellet making and feeding machines. E.S.B. 22765/68.
(200/68) Inquiry for confectionery. E.S.B. 37261/68.
(200/68) Inquiry for solenoid valves. E.S.B. 28271/68.
(201/68) Inquiry for steel sheets. E.S.B. 37486/68.
(203/68) Inquiry for speciality plant and equipment. E.S.B. 34184/68.

Venezuela
(199/68) Inquiry for flexible couplings. E.S.B. 36977/68.

Zambia
(199/68) Agency inquiry for shirts; neckwear; ties. E.S.B. 36267/68.
(201/68) Inquiry for spanners. E.S.B. 27912/68.
(203/68) Air Freight. C.R.E. 9606/G(2).

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page* 1060 *of this issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

World sales tour

Mr. L. F. Chamberlain. Mr. R. R. Watkins.

FOLLOWING success in overseas markets Mr. L. F. Chamberlain, chairman, and Mr. R. R. Watkins, sales director, of Chamberlain Industies Ltd., Argall Avenue, London, E.10, are on a world tour in an attempt to increase the overseas sales of the 'Staffa' range of low speed, high torque, hydraulic motors and pipe bending machines.

The market assessment and sales promotion tour include visits to Hong Kong, Japan, Australia, South Africa, Kenya, Canada and the United States.

Middle and Far Eastern visit

MR. MICHAEL SIMMONS, assistant export sales manager, James Neill & Co. (Sheffield) Ltd's. far eastern market, has left for a three week visit to Japan. He will be looking into market conditions, having discussions with 'Eclipse' agents and distributors and visiting industrial users.

Mr. W. P. Forsdike, sales director, has left on a month's sales mission to the Middle East. He will be visiting agents and main distributors of their 'Eclipse' tools in Beirut, Baghdad, Kuwait, Bahrain, Doha, Dubai, Abu Dhabi, Dhahrain, Jeddah and Khartoum.

Eastern European visit

MR. G. B. ALISON, assistant manager London Region, Whessoe Group and Mr. G. A. Scott Clark of Aiton & Company Ltd., of Derby, a member of the Whessoe Group have left for a six weeks' tour of Yugoslavia, Poland, Czechoslovakia, Rumania, Hungary and Austria. The specific goal is the British Engineering Exhibition at Bucharest, Rumania, on October 17-27, where they will exhibit photographs of the many products of the group, ranging from large nuclear powered installations to water desalination plant and processes.

Educational publishers' visit to Africa

MR. IAN M. CHRISTIE, managing editor of Holmes, McDougall Ltd., educational publishers, Edinburgh, is to visit Africa to promote sales of existing text books, to establish contacts with Ministry publication bureaux, and to find authors at growing points of primary education. The firm has agents in Ghana and Nigeria and Mr. Christie hopes to establish agencies in Zambia, South Africa and Kenya.

Holmes, McDougall Ltd. export their books to many countries including Australia, Canada, Hong Kong and the West Indies. They have just consigned a large initial order to India. Current exports to Africa are about £10 000 per annum. During his month's visit Mr. Christie will be staying in Kaduna, Lagos, Accra, Cape Town, Durban, Lusaka and Nairobi.

Craft demonstration in United States

FOR the first time in the history of The Royal Adderley Floral Works of Ridgway Potteries Limited, Stoke-on-Trent, two of their skilled craftswomen, Mrs. Agnes Hancock and Miss Rhoda Whittingham, are demonstrating their craft in the United States. During the tour they will visit well-known stores in 13 American cities – Allentown, Atlanta, Baltimore, Cincinnatti, Cleveland, Indianapolis, Lexington, Newark, New York, Pittsburgh, Providence, Springfield and Washington – demonstrating to customers the art of flower-making and painting.

Over 75 per cent of Royal Adderley floral ware is exported. Ridgway Potteries Limited is a member of the Allied English Potteries Group.

Fact-finding tour

A FACT-FINDING trip to Japan, South America and the Caribbean is being made by Mr. Tim Holtom, deputy chairman of Colborn Vitafeeds Ltd., of Canterbury. Following two weeks in Tokyo, Mr. Holtom will visit Peru, Chile, Argentina and Brazil. In Peru and Chile he will investigate the fish meal industry, with particular reference to quality control, in an endeavour to secure through existing suppliers regular shipments of fish meal of a consistent quality. He returns to Britain on November 20.

Far East visit

Two senior members of Wickman Machine Tool Sales Ltd., of Coventry are currently in the Far East, to survey future developments for their company's products in that area. Mr. J. L. Perkins, sales manager manufactured products, will be visiting Japan, to supervise the company's exhibit at the Japanese International Machine Tool Fair, and then Australia, where he will call upon major users of Wickman products and survey further possibilities. Wickman's exports to Japan have risen by over 65 per cent in the last three years. Their exhibit at the Japanese fair organized in conjunction with the Board of Trade, will help to maintain this rate of growth.

Mr. N. T. Heaton, marketing manager, is visiting India to assess possibilities for further developing trade with that country.

Wh'sky sales tour

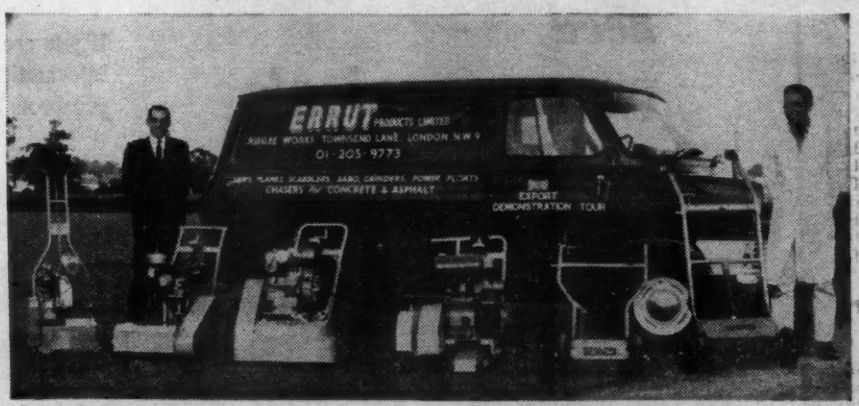
MR. R. C. MIQUEL, managing director of Arthur Bell & Sons Ltd., Scotch whisky distillers, Perth, has returned from a three weeks' business trip to Europe, during which he visited the firm's distributors in Spain, Italy, Switzerland, Germany, Holland, Belgium and France. The increase of Bell's exports to Europe to date over last year is 25 per cent.

Catering equipment sales tour

VISITING Czechoslovakia is Mrs. Pat Beckett, wife of Mr. Richard Beckett, managing director of Imperial Machine Company – the Croxley Green makers of industrial catering and waste disposal equipment – whose products are beginning to find a market in Czechoslovakia following the firm's participation at a trade fair there last year. Mrs. Beckett will first visit Brno, following which she will go on to Prague to meet the buying organization responsible for ordering several of the firm's food waste disposers for installation in a ship to be used as a floating hotel on the river at Prague.

Visit to East and West Africa

FOLLOWING a visit to the Far East earlier this year, Mr. K. Jessop, export manager of Jonas Woodhead Limited, has left for a month's tour of East and West Africa. He is to further the Jonas Woodhead Group exports of laminated and coil springs.



A three-week tour of Switzerland, Austria and Germany has been made by the new mobile demonstration unit of London-based Errut Products Ltd., United Kingdom specialists in the supply of purpose built equipment for surface preparation and treatment in the building and civil engineering industries. The Errut team, headed by managing director Mr. E. S. Fairweather, will make their first stop in Zurich. A Sales School seminar will be held followed by demonstrations throughout the country. The same procedure will then follow in Vienna with agents and Germany. This sales tour is the culmination of seven trips to Europe made so far this year by Mr. Fairweather and is aimed at increasing the 30 *per cent of exports currently being recorded by Errut Products.*

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Survey hovercraft for Pakistan

Hovermarine Limited, the Southampton Company who design and produce sidewall type hovercraft, are now in the advance stages of building the world's first production air cushion hydrographic survey craft. This vessel has been bought by the East Pakistan Inland Water Transport Authorities. The craft will be operated in the East Pakistan Delta supported by a Hovercraft Mk. II, Hovermarine's four-seater amphibious hovercraft.

£250,000 contract

A £250,000 contract for the supply of boiler support hangers in continental power stations, has been secured by the Pipe Support and Bellows Division of Vokes Limited, of Henley Park, Guildford. Deliveries to a large number of power station installations on the continent will be phased over the next two years. The order is being shared between the Guildford headquarters of Vokes Limited and the company's Dutch factory at Assendelft, near Amsterdam.

98 per cent of Duplex production has been exported

During the past seven years 98 per cent of the total production of the Duplex newspaper and book printing press has been exported. This was announced by Mr. E. C. Deans, manager of the Duplex Division of Gordon & Gotch Marketing Limited, before he left on a month's sales tour covering North Africa, the Iberian Peninsular and Malta. This summer three machines have been installed in Spain, two in Malta, one each in Brazil, Belgium and Switzerland. Others are being erected in Mauritius and Ceylon. Presses on the high seas or in production include orders for Portugal, Belgium and two machines for Libya.

New foundry for Venezuela

Following the recent visit to Britain of Senor Alfredo Cilleruelo, chief engineer of Fundicion Mecanica de Occidente of Maracaibo, Venezuela, sand preparation equipment has been ordered from Richards Structural Steel Co. Ltd., Leicester, for a completely new iron castings foundry which is being built for Fundosa in Maracaibo. The new foundry has been planned in its entirety by M. A. de Bock, the Belgian foundry consultant who has been working in conjunction with H. G. Bennett, materials handling consultant, Woodford Green, Essex. Total cost of the new foundry will be about £200,000.

New biscuit- and wafer-making plant installed in Italy

A new factory for the automatic production of sweet hard biscuits, cream crackers and wafer products has recently been completed for Motta of Milan at their factory in San Martino, Buonalbergo, near Verona. The equipment was designed and manufactured by Baker Perkins Limited, Peterborough. Douglas-Rownson Limited, Basingstoke, another Baker Perkins company, supplied all the fat and liquid oil handling equipment.

All equipment on show sold

Mr. Peter Taylor, Dynamco Ltd.'s export sales manager, on his return to Britain from his visit to Eastern Europe, reported that the company had had further success in selling their high precision electronic equipment. Following the company's £40,000 sell out at the Brno International Trade Fair, Czechoslovakia, the company also sold all their equipment on show at the Plovdiv Trade Fair, Bulgaria.

A set of books on paint technology was presented by Mr. S. C. G. Fox, general manager of The Rand Hand Compositions Company Limited to Mr. Foo Kok Puat, who recently returned to Singapore after spending eight weeks at Rend Hand's Ripon works studying modern marine paint techniques. Mr. Foo, who is on the staff of Scott & English (South East Asia) Limited, Red Hand's agents in Singapore, also visited shipyards in the United Kingdom, Norway and Holland during his visit. From left to right with Mr. Foo are Mr. A. E. Vanstone, Mr. S. C. Hartman, Mr. A. J. Dowty, Mr. S. C. G. Fox and Mr. I. R. Stuttaford.

£300,000 worth of orders from 15 countries

Export orders from 15 countries for a wide range of telephones and components worth nearly £300,000 have been announced by the Telephone Division of GEC-AEI Telecommunications Ltd. About 10,000 telephones are for East Africa, and Crown Agents have placed orders on behalf of Nigeria, Botswana and Ceylon. Other countries who have ordered instruments include Malawi, Singapore, Hong Kong and the Sudan.

Mattresses for luxury hotels

Two large export contracts for luxury hotels have just been completed by Dunlop's Dunlopillo Division. They are to provide divan sets and pillows for a new hotel in Las Palmas, Canary Islands, and mattresses for the latest hotel in the Intercontinental group – in Nairobi, Kenya.

Rumanian order

Rapid Magnetic Limited of Birmingham have won an order for £40,000 covering the supply of high intensity magnetic separators for the Rumanian glass industry. The contract was negotiated in Bucharest by the company's chief engineer, Mr. Roy Fear, during an extensive tour of East European industrial centres.

Exports increase

A number of successes in new markets and orders won in the face of keen international competition lie behind a substantial increase in exports from the Meter, Relay and Instrument Division of English Electric at Stafford. So far this year the export content of the division's order book is 20 per cent up on 1967.

Orders won in the last four weeks include a £6,500 contract for power line protection equipment from Iberduero SA, Bilbao, Spain; transducers worth £13,000 for Kuwait; a £10,000 order for torque balance converters and transducers for a power station in Hong Kong; Trans Elektric, of Hungary, will take delivery in December of £6,000 worth of auto-reclose relays, bound eventually for installation in Iraq.

Protective coatings contract

A contract for providing protective coating for evaporator plants at Las Palmas has been completed by Detel Paints Limited of Ruislip, Middlesex, an Albright & Wilson company. The contract was signed with Naval-Stork-Werkspoor of Spain who are building four one-million-gallon-per-day evaporator plants for Las Palmas.

Stamp machines for Olympics

Within six weeks from date of order Elliott-Automation has air-freighted 300 postage stamp vending machines to be installed in Mexico for the Olympic games.

Microwave dryers for United States

Export orders from the United States totalling more than £25,000 have been received by Eden Fisher & Hirst (Microwave) Limited. Three microwave dryers have been ordered by Rowland Products of Kensington, Connecticut, Dow Chemical of Cleveland, Ohio and by the American Can Corporation. All these orders result from an intensive export marketing campaign in the United States and the rest of the world by Mr. Douglas Moore, general manager of Eden Fisher & Hirst (Microwave) Limited, a division of Hirst Electric Industries.

Distillation plant for ME

A contract for a sea-water distillation plant capable of producing 2 million imperial gallons of fresh water a day has been awarded by the Government of Abu Dhabi to Weir Westgarth Ltd. of East Kilbride. This follows an order already received by the company to build two similar plants in Abu Dhabi. The three plants are valued in total at just under £3 million.

Computer for Belgrade airport

Honeywell Controls Ltd. have obtained a £140,000 order from Yugoslav Airlines (JAT). The new contract is for the firm's 200 computer system which will be manufactured at their Newhouse, Lanarkshire, factory. It will be installed at Belgrade airport in December this year, and will ultimately be expanded to control an international on-line reservation system.

Gas turbines for Bahrain

John Brown Engineering (Clydebank) Ltd. has announced its biggest ever single order – for a 135 mW power station of nine 15 mW industrial gas turbines valued at over £5 million – for Bahrain. The turbines will power an aluminium smelter to be built by a British Consortium the recently formed British Smelter Constructions of which JBE is a partner with Amari Ltd. and George Wimpey and Co. Total value of the smelter is £20 million and the consortium has been awarded an £18.7 million share of this against strong European and Japanese competition after 18 months of negotiations with the customer Alba (Aluminium Bahrain) a new company in which the Government of Bahrain has a major shareholding. Delivery of all the turbines will be by mid 1970 and they will be in commission by February 1971.

Agricultural equipment for Chile and Iran

Orders from Chile and Iran for Ransomes products to the value of more than £160,000 have been announced. The orders include combine harvesters, disc ploughs, disc harrows and land levellers.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of these Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

CEREALS

Regulation (CEE) No. 1532/68 extends from September 28, 1968, to November 2, 1968, the provisions of **Regulation (CEE) No. 1392/68,** which relates to certain temporary measures for the denaturation of soft wheat and rye for bread (*Journal Officiel* No. L241 dated October 2, 1968).

SUGAR

Regulation (CEE) No. 1525/68 fixes the restitutions for the production of sugar to be used in the chemical industry (*Journal Officiel* No. L240 dated October 1, 1968).

OILS AND FATS

Regulation (CEE) No. 1471/68 concerns storage contracts for olive oil (*Journal Officiel* No. L234 dated September 25, 1968).

Regulation (CEE) No. 1524/68 reduces the amount of the compensatory charge to be applied to imports of sunflower oil from Bulgaria, Rumania, Hungary, Yugoslavia and the USSR (*Journal Officiel* No. L240 dated October 1, 1968). A correction which amends the tariff heading quoted in Article 1 of this Regulation from 15.07BIIc)2 to 15.07CIIb)2, was published in the *Journal Officiel* No. L241 dated October 2, 1968.

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1476/68 determines the amounts of the variable elements applicable during the fourth quarter of 1968 to the import into the Member States of goods coming under the basic **Regulation No. 160/66/CEE** (see *Board of Trade Journal* dated June 16, 1967, page 1577 for details of the goods concerned) (*Journal Officiel* No. L237 dated September 27, 1968).

EGGS AND EGG PRODUCTS

Regulation (CEE) No. 1520/68 fixes the supplementary amounts applicable to imports of egg products (*Journal Officiel* No. L240 dated October 1, 1968).

The supplementary amounts, as fixed by the above Regulation, are published periodically in the *Journal Officiel des Communautés Européennes*. Details of these supplementary amounts will not in future be published in the *Board of Trade Journal*, but current rates may be obtained on application to the address given above.

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 1554/68 modifies **Regulation (CEE) No. 1084/68,** which concerns the special system to be applied to the import of certain frozen beef and veal (*Journal Officiel* No. L244 dated October 5, 1968).

Regulation (CEE) No. 1556/68 modifies **Regulation (CEE) No. 1097/68,** which relates to the methods of application of intervention measures in the beef and veal sector (*Journal Officiel* No. L244 dated October 5, 1968).

PIGMEAT

Regulation (CEE) No. 1557/68 concerns the sale of products in the pigmeat sector which have been the subject of intervention measures (*Journal Officiel* No. L244 dated October 5, 1968).

MILK AND MILK PRODUCTS

Decision 68/351/CEE relates to the granting of national aids in Germany for buttermilk and powdered buttermilk (*Journal Officiel* No. L235 dated September 26, 1968).

Regulation (CEE) No. 1526/68 modifies **Regulation (CEE) No. 1354/68,** which relates to the sale, at a reduced price, of butter from public stocks to manufacturing industry (*Journal Officiel* No. L240 dated October 1, 1968).

Decision 68/352/CEE concerns the minimum price to be used in awarding tenders called for in **Regulation (CEE) No. 1388/68** for the disposal of butter held in public stock by the Dutch intervention organization (*Journal Officiel* No. L241 dated October 2, 1968).

Decision 68/353/CEE concerns the minimum price to be used in awarding tenders called for in **Regulation (CEE) No. 1387/68** for the sale of cheese held in public stock by the Dutch intervention organization (*Journal Officiel* No. L241 dated October 2, 1968).

Decision 68/354/CEE concerns the minimum price to be used in awarding tenders called for in **Decision 68/342/CEE** for the disposal of butter held in public stock by the French intervention organization (*Journal Officiel* No. L241 dated October 2, 1968).

Regulation (CEE) No. 1555/68 relates to tendering for the disposal of butter held in public stock by the French intervention organization (*Journal Officiel* No. L244 dated October 5, 1968).

Transport sector in EEC

THE *Journal Officiel* No. C95 dated September 21, 1968, contains the draft texts of three proposed regulations and a proposed directive which, if adopted, will affect the transport sector in the EEC as follows:

The first proposed regulation will concern access to the market in goods transport by inland waterways.

The second proposed regulation concerns the introduction of a uniform and permanent classification of infrastructure expenditure in the Community whether on roads, railways or inland waterways.

The third proposed regulation concerns the introduction of conditions of access to the occupation of transporter of passengers by road in the field of national and international transport.

The proposed directive concerns the harmonization of Member States' taxes on road vehicles.

The draft texts, in French, of these proposed Regulations and Directive may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the Regulations and Directive, when finally approved, may differ from the draft texts referred to above.

Customs legislation in the EEC

THE *Board of Trade Journal* dated August 23, 1968 (page 568), contained an announcement about **Directive No. 68/312/CEE** which concerned the harmonization of Member States' legislation relating to customs control on goods coming into the customs territory of the Community and to the system to be applied for provisional warehousing. The following is a translation of this Directive. It must not be treated as an official or authentic text. Readers are reminded that the text of this document is official only in the French, German, Italian and Netherlands languages. The French text may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

COUNCIL DIRECTIVE
of July 30, 1968
on the harmonization of legislation, regulations and administrative rules regarding:

1. The production to Customs of goods arriving on the Customs territory of the Community,
2. Temporary storage of such goods

(68/312/EEC)

THE COUNCIL OF THE EUROPEAN COMMUNITIES,
having regard to the treaty establishing the European Economic Community, and in particular Article 100 thereof,
having regard to the proposal by the Commission,
having regard to the opinion of the Assembly,
having regard to the opinion of the Economic and Social Committee,
whereas the Community is based upon a Customs Union;
whereas the introduction of the Customs Union is essentially governed by the provisions of Title 1 Chapter 1 of the Treaty, and this Chapter of the Treaty contains a number of precise provisions, particularly with regard to the elimination of Customs duties as between Member States, the setting up and gradual introduction of a common Customs Tariff and any independent alteration or suspension of duties contained therein;
whereas although Article 27 specifies that Member States shall, before the end of the first stage and in so far as may be necessary, take steps to approximate their legislation, regulations and administrative rules in respect of Customs matters, the said article does not empower the institutions of the Community to adopt enforceable provisions in this field; whereas the study in depth undertaken with Member States has nevertheless clearly shown the necessity of prescribing in certain fields, by means of enforceable Community acts, the measures essential for the introduction of Customs legislation ensuring uniform application of the common Customs Tariff;
whereas all the Member States have produced legislation, regulations and administrative rules dealing with the production to Customs of goods arriving on their Customs territory and the majority of the Member States have a procedure for temporary storage of such goods;
whereas these provisions display certain disparities likely to cause deflections of trade or Customs receipts should they continue to exist after the establishment of the Customs union;
whereas these provisions directly affect the setting up and functioning of the Common Market;
whereas it is necessary to lay down common rules in the Member States governing the production to Customs of goods arriving in the Community and the temporary storage of such goods under Customs supervision, whenever they are not re-exported from the Community or do not have a Customs procedure applied to them immediately upon arrival,
HAS ADOPTED THIS DIRECTIVE:

Article 1

1. This directive lays down the rules to be embodied in the legislation regulations and administrative rules of Member States dealing with the production to Customs of goods arriving on the Customs territory of the Community or coming from a free zone situated on the territory of the Community and the temporary storage of such goods where such a procedure exists or is likely to be introduced in a Member State.
2. Goods are deemed to be in temporary storage when they are admitted to remain on the Customs territory of the Community although a Customs procedure is not immediately applied to them, particularly in pursuance of the provisions of national law mentioned in the annex.

TITLE I
Production to Customs

Article 2

1. All goods arriving on the Customs territory of the Community or coming from a free zone situated on the territory of the Community shall be subject to Customs control.
2. They shall immediately be taken, by the route designated by the competent national authorities, to a Customs Office or other place designated by the authorities and supervised by the Customs Department.

Article 3

1. A brief declaration as specified in paragraph 2 must be made in respect of the goods referred to in Article 2 unless a Customs procedure has been or is immediately applied to them.
2. Any commercial, administrative or Customs' document may, as the competent national authorities shall specify, be considered as a brief declaration where it contains at least the following information:
- the number, character, marks and serial numbers of the packages,
- the character and gross weight of the goods,
- the character and details of the means of transport by which the goods have been despatched,
- the place of loading of the goods into this means of transport.

3. The provisions of paragraph 1 shall not prejudice the special provisions allowing the competent national authorities to grant exemptions from the obligation to present a brief declaration in respect of goods imported by travellers or goods concerned in frontier trading, inasmuch as such provisions guarantee the collection of Customs duties, charges with equivalent effect and agricultural levies payable on such goods.

Article 4

1. The brief declaration must be presented immediately by the person responsible for the goods or his representative. The competent national authorities may, however, stipulate for such presentation a period not exceeding 24 hours after the arrival of the goods at the Customs office or place specified in Article 2(2), non-working days excepted.
The brief declaration shall be countersigned by the Customs department.
2. Until the brief declaration is presented, the goods may not be unloaded unless with the permission of the Customs Department and in a place under its supervision.

TITLE II
Temporary storage

Article 5

Goods produced to Customs in accordance with Articles 2 to 4 must remain under Customs control until the Customs Department authorizes their removal. This provision applies also to goods arriving at the office of destination under a transit procedure. Until that time the goods must remain in temporary storage in public or private places designated by the competent national authorities and in circumstances stipulated by them. They may receive only normal handling intended to preserve their condition, the circumstances of which shall be stipulated by the authorities.

Article 6

Goods mentioned in Article 5 arriving by sea must be re-exported from the Community or have a Customs procedure applied to them before the expiry of a period stipulated by the competent national authorities. This period shall expire at the latest on the 45th day following presentation of the brief declaration, or, in the case of goods already under a transit procedure, at the latest on the 45th day following production of the goods at the office of destination.

Article 7

1. Goods referred to in Article 5 arriving by other means than by sea must be re-exported from the Community or have a Customs procedure applied to them before the expiry of a period stipulated by the competent national authorities. This period shall expire at the latest on the 15th day following presentation of the brief declaration or, in the case of goods already under a transit procedure, at the latest on the 15th day

(Continued on next page)

IMPORTANT
NOTICE OF ALTERATION
Preferential invoices for goods shipped to
AUSTRALIA & NEW ZEALAND.

Instructions having been received from the customs departments of both Australia and New Zealand, new revised certificates of origin have been prepared and are available as follows:—

NEW ZEALAND — Pref. Tariff	Our Form No. 1414 (Revised July, 1968)
AUSTRALIA — Pref. Tariff	Our Form No. 1228 (Revised August, 1968)

Both of these forms are now available ex. Stock from:
THE CHATSWORTH PRESS & PAPER CO., LTD.
39, WATERLOO ROAD, LONDON, N.W.2. Tel: 01-452 9861
Who will be pleased to send a price list of stock forms.

EEC, *continued*

following production of the goods at the office of destination.
2. The period of 15 days may be extended where this is necessary for the determination of the exact composition of the goods. The period thus extended may not exceed the time required to complete this operation.

Article 8

1. Where the period stipulated respectively in Article 6 or Article 7 expires on a non-working day, the period shall be extended to the end of the first working day following.
2. The competent national authorities may extend the period stipulated respectively in Article 6 or Article 7 where this is warranted by exceptional circumstances.

Article 9

Where, at the end of the period granted pursuant to Articles 6, 7 and 8 respectively, no declaration entering them under a Customs procedure has been made in respect of the goods and they have not been re-exported from the Community, the competent national authorities shall take the necessary steps to assign a Customs procedure to them, immediately and, if necessary, compulsorily.

Article 10

The Member States shall put into force the measures necessary to comply with this directive by January 1, 1969, at the latest.

Article 11

Each Member State shall inform the Commission of the provisions it makes for application of this directive.
The Commission shall transmit this information to the other Member States.

Article 12

This directive is addressed to Member States.
Done at Brussels, July 30, 1968.

By the Council,
The President,
G. MEDICI.

FRANCE

Import restrictions: licences for certain goods

THE *Board of Trade Journals* of July 12 (page 133) and September 6 (page 680) published lists of quotas for imports into France of goods subject to quantitative restrictions as from July 1 and set out details of the import procedure. The French *Journal Officiel* of October 3 announced that supplementary AC licences will be granted with immediate effect and until December 31, 1968, for the import of material lengths and finished articles intended for exhibition purposes, imported from all countries, subject to the following conditions:

1. Material lengths

These licences are exclusively reserved for manufacturers of articles made of the goods classified under quota Nos. 1, 2, 5, 6 and 7 as listed in the *Board of Trade Journal* of July 12. The maximum value allowed for each item is limited to Fr.750 franco French Customs, and licences will be granted up to eight lengths for each importer.

2. Finished articles intended for exhibition purposes

These licences are exclusively reserved for commercial agents of goods classified under quota Nos. 9 to 15 listed in the above-mentioned *Board of Trade Journal* notice. One licence only will be granted per applicant for a maximum number of 50 articles per application.

3. Import procedure

Requests for import licences on Form AC, in quadruplicate and giving the Customs specification, may be addressed to the Direction Générale des Douanes et Droits Indirects, Division E, 8 rue de la Tour des Dames, Paris 9e, until December 31, 1968. They will be examined as and when received.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text can be seen.

SPAIN

Customs tariff

THE SPANISH *State Gazette* of September 30 published a circular which introduces sub-divisions for the following Tariff headings for statistical purposes:

Tariff Heading		Description
16.05 A		Squids, octopuses and the like:
	1	Sterilized preserves and preparations in airtight containers not requiring for their stability to be kept at a temperature equal to or below zero centigrade.
	2	Other.
16.05 B		Mussels:
	1	Sterilized preserves and preparations in airtight containers not requiring for their stability to be kept at a temperature equal to or below zero centigrade.
	2	Other.

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Room 53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Customs tariff

THE SPANISH State *Gazette* of September 24 announced the removal of the following items from the Special Annex of the Customs Tariff (*Board of Trade Journal* December 17, 1965, page 1490 refers).

Tariff Heading	Description
84.46 B 1	Automatic or mass-production machines for finishing porcelain, and earthenware pieces.
84.56 D	Automatic machines producing crude pieces of porcelain and earthenware.

The list in the Special Annex was extended to include the following items:

Tariff Heading	Description	Reduced duty	Valid during
ex 84.11 C 2 a	Rotary compressors for chlorine of sulphide liquid rings	8%	2 years
ex 84.17 J 2	Mass-production cocoa roasters of more than 250 kg. capacity, for chocolate manufacture	5%	1 year
	Machinery and apparatus for the manufacture of chocolate:		
ex 84.30	Mass-production automatic equipment for filled chocolate manufacture	5%	1 year
ex 84.30	Hydraulic refiners of five cylinders or more	5%	1 year
ex 84.30	Cocoa pulverizing machines	5%	1 year
	Speed presses for production of pieces from strip, sheet or discs, making the following operations:		
ex 84.45 C 9	Cutting and bending and also inserting or extruding, with a cycle rate of more than 250 strokes per minute, of more than 6,500 Kg. weight	5%	2 years
ex 84.46 B 1	Automatic or mass-production machines for finishing of pieces of porcelain and earthenware included in tariff headings: 69.09 A, 69.10, 69.11, 69.12, 69.13, 85.25 B, 85.26 B	5%	2 years
ex 84.56 D	Automatic machines for the manufacture of crude pieces of porcelain and earthenware, included in tariff headings: 69.09 A, 69.10, 69.11, 69.12, 69.13, 85.25 B, 85.26 B	5%	2 years
87.03 C	Crane trucks with a lifting power equal to or more than 50 tons with more than 3·5 metres reach	10%	2 years
88.02 A	Aeroplanes for agricultural treatments	5%	2 years

The list in the Special Annex was amplified as follows:

Tariff Heading	Description	Reduced duty	Valid during
84.17 J 2	Steam and hot-air boiling and drying apparatus, with incorporated stirrer, for feather and residues of fowl abattoirs	10%	1 year
84.36 E	Continuous wool treatment machines, by high frequency current	5%	2 years
84.40 F	Thermosetting machines, by decating, and machines for drying after dyeing operation, all these machines working in continuous process with spiral threads on carrier band	1%	2 years
84.40 F	Corduroy brushing machines working in diagonal direction with roving rectilineal brushes or by continuous band	1%	2 years
84.40 F	Corduroy cutting machines, with circular blades or with needle-knife independent for each piece	1%	2 years
84.45 C 6	Automatic rectifying machines for injector cylinders and cones with automatic and constant electronic measurement	5%	2 years

The effective date of the above alterations to the Special Annex is September 27.

Inquiries about the above notices should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

Tariff amendments

THE *Board of Trade Journal* of October 4, 1968 (pages 947, 948) gave notice of a list of amendments to the Cyprus tariff which came into effect as from January 1, 1968.

The following descriptions of the tariff headings have now been revised as follows:

Tariff heading No.	Sub-heading	Tariff Description	Rate of Duty	
			Preferential	General
34.06		Candles, tapers, night lights and the like:		
	10	Candles of all types	16%	20%
	90	Other	Free	4%
38.11		Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products put up in forms or packings for sale by retail or as preparations or as articles (for example sulphur-treated bands, wicks and candles, fly papers):		
		Insecticides for domestic purposes, put up in packages for retail sale:		
	11	In liquid form or in self sprayers (aerosols)	16% or 50 mils each	16% or 50 mils each
	19	Other	10%	10%
	90	Other	Free	Free
39.02		Polymerization and copolymerization products (for example, polyethylene, polytetrahalo-ethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):		
		In liquid or paste form:		
	11	Suitable for use as glue	8%	16%
	12	Suitable for use as paint	14%	15%
	20	Tubes of all types, of an internal diametre not exceeding 4·5 inches; polyethylene in transparent sheets, rolls membranes, films and plates	8%	16%
	30	Table cloths	20%	28%
	40	Floor tiles	24%	32%
	90	Other	Free	8%
39.03		Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions, celluloid): vulcanized fibre:		
	10	Vulcanized fibre	Free	Free
		In liquid or paste form:		
	21	Suitable for use as glue	8%	16%
	22	Suitable for use as paint	14%	15%
	30	Tubes of all types, of an internal diameter not exceeding 4·5 inches	8%	16%
	40	Table cloths	20%	28%
	50	Floor tiles	24%	32%
	60	Cellophane whether or not cut to size	Free	Free
	90	Other	Free	8%
39.04		Hardened proteins (for example, hardened casein and hardened gelatin):		
	10	Sausage casings	Free	Free
	90	Other	Free	8%
39.07	97	Sausage casings: cellophane whether or not cut to size (including printed); bags of Cellophane or Cellophanes reinforced with polyethylene or similar material or of Cellophane sheeting laminated with polyethylene sheeting or similar material, whether printed or not	Free	Free
44.22	20	Barrels of a capacity not exceeding 10 okes	24%	24%
51.01		Yarn of man-made fibres (continuous), not put up for retail sale:		
	10	Sewing thread, other than imported in cones	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
51.03		Yarn of man-made fibres (continuous), put up for retail sale:		
	10	Sewing thread, other than imported in cones	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
55.05		Cotton yarn, not put up for retail sale:		
	10	Sewing threads, other than imported in cones	5 mils per 1,000 yards	14 mils per 1,000 yards
	20	Yarn; sewing thread imported in cones	Free	Free
	90	Other	12%	20%
55.06		Cotton yarn, put up for retail sale:		
	10	Sewing thread, other than imported in cones	5 mils per 1,000 yards	14 mils per 1,000 yards
	20	Yarn; sewing thread imported in cones	Free	Free
	90	Other	12%	20%
56.05		Yarn of man-made fibres (discontinuous or waste) not put up for retail sale:		
	10	Sewing thread, other than imported in cones	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
56.06		Yarn of man-made fibres (discontinuous or waste) put up for retail sale:		
	10	Sewing thread, other than imported in cones	5 mils per 1,000 yards	14 mils per 1,000 yards
	90	Other	Free	Free
60.03		Stockings, under stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized:		
	10	Stockings (except children's) containing not less than 75% by weight of silk or man-made fibre, finished or unfinished	30% or £1·000 mils per dozen pairs	39% or £1·250 mils per dozen pairs
	20	Socks (except children's) containing not less than 75% by weight of wool, silk or man-made fibre, finished or unfinished	30% or £0·600 mils per dozen pairs	39% or £0·720 mils per dozen pairs
	30	Other stockings and socks (except children's), children's stockings and socks containing not less than 75% by weight of wool, silk or man-made fibre	30% or £0·400 mils per dozen pairs	39% or £0·520 mils per dozen pairs
	90	Other	30% or £0·240 mils per dozen pairs	39% or £0·360 mils per dozen pairs
61.10		Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods:		
	10	Gloves, mittens and mitts	25%	34%
	20	Stockings (except children's) containing not less than 75% by weight of silk or man-made fibre	30% or £1·000 mils per dozen pairs	39% or £1·250 mils per dozen pairs
	30	Socks (except children's) containing not less than 75% by weight of wool, silk or man-made fibre	30% or £0·600 mils per dozen pairs	39% or £0·720 mils per dozen pairs
	40	Other stockings and socks (except children's), children's stockings and socks containing not less than 75% by weight of wool, silk, of man-made fibre	30% or £0·400 mils per dozen pairs	39% or £0·520 mils per dozen pairs
	90	Other	30% or £0·240 mils per dozen pairs	39% or £0·360 mils per dozen pairs
70.20	30	Fabrics, bitumenized or asphalted, glass fibre (including articles thereof) designed for insulation, and glass wool	Free	8%
73.31		Nails, tacks, staples, hook nails, corrugated nails, spiked cramps, studs, spikes, and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper:	16% or 22 mils per oke	16% or 22 mils per oke
	10	Wire nails		
	20	Staples and fasteners for the assembling or joining of wooden boxes or cartons	Free	Free
	90	Other	Free	8%

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

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LIBYA

Import control

THE Ministry of Economy and Trade have published Decree No. 38 of August 26 which subjects slaughtered meat and birds to import licensing.

Clause 1 of the decree states that the import of slaughtered meat is subject to import licensing. Import is conditional on compliance with health requirements and the meat must be accompanied by an official certificate certified in the country of origin by the Libyan (or other Islamic) Embassy, showing that its slaughter was carried out according to the Sharia Laws.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

MOROCCO

Suspension of customs duty

THE MOROCCAN *Bulletin Officiel* of September 4, 1968 announced the suspension during the period July 1, 1967 to June 30, 1968 of Customs duty on imports into Morocco of linseed of Tariff No. Ex 12-01BI.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 420 or 475).

SIERRA LEONE

General Import Licence No. 1 of 1969

UNDER THE ABOVE Notice published in the Sierra Leone *Gazette* of September 26, as Government Notice No. 1118, all goods of United Kingdom origin may be imported into Sierra Leone from the United Kingdom with the exception of the list of items given below for which specific import licences are required:

Schedule

Customs Classification	Items
001-100	Cattle.
011-000	Meat, fresh, chilled or frozen including chicken, turkey and fresh pork.
013-890	Chicken (canned).
025-100	Fresh eggs in the shell.
042-000	Rice, whether in the husk or not.
044-000	Maize (corn) unmilled.
046-010	Flour of wheat or meslin.
048-411	Cabin bread (cabin biscuits).
048-490	Pastry biscuits, etc. (excluding fancy biscuits in tins).
051-800	Fresh fruits, oranges, grape fruits, tangerine, lemon and lime.
054-400	Tomatoes, fresh.
054-510	Onions and garlic, fresh.
054-890	Other vegetables, cabbages, lettuce, raddish, carrots, parsnip, runner beans or green beans, cucumber, garden eggs, vegetable marrow, sweet pepper, white turnip.
062-010	Sugar confectionery, not containing cocoa.
071-100	Coffee, green or roasted, and coffee substitutes containing coffee.
075-000	Spices whether ground or not.
112-420	Gin (including Schnapps).
121-000	Tobacco, unmanufactured (including scrap tobacco stems).
221-030	Palm kernels.
221-090	Other oilseeds, oil nuts and oil kernels.
292-500	Seeds fruits and spores for planting.
421-400	Groundnut oil.
422-200	Palm oil.
512-030	Alcohol (ethyl alcohol) denatured other than methylated spirits.
571-130	Gunpowder.
571-190	Propellant powders and prepared explosives, n.e.s.
541-300	Penicillin, streptomycin, tyrocidine and other antibiotics.
541-400	Opium, alkaloids, cocaine, caffeine, quinin eand other vegetable alkaloids, their salts and derivatives.
541-600	Bacterial products, sera vaccines, gland and their extracts, glycosides and derivatives.
541-761	Medicaments for internal use containing more than 10 per cent of pure alcohol.
541-762	Medicaments for internal use containing 10 per cent or less of pure alcohol.
541-790	Medicines and drugs.
571-140	Blasting explosives other than gunpowder.
571-200	Fuses, primers and detonators.
571-400	Hunting and sporting ammunition.
652-010	Cotton fents.
652-020	Pile and chenille fabrics of cotton (other than fents and terry fabrics).
652-030	American grey cloth of cotton (other than fents) commonly known as tent cloth.
652-040	Cotton woven fabrics (other than fents) grey or unbleached.
652-050	Cotton woven fabrics (other than fents) white bleached.
652-060	Cotton woven fabrics (other than fents) printed.
652-079	Cotton woven fabrics (other than fents) piece dyed.
652-080	Cotton woven fabrics (other than fents) colour woven.
653-710	Cotton interlock fabrics.
661-200	Cement.
681-100	Silver, unworked or partly worked.
682-280	Tubes, pipes and fittings of copper.
694-112	Nails.
698-610	Springs.
821-200	Metal beds.
831-100	Fibre suitacases, excluding leather, plastic and vinyl.
841-060	Shirts of textile fabric not knitted or crocheted.
841-431	Singlets, undervests, chemises and similar garments, knitted or crocheted, including interlock, not elastic or rubberized.
851-100	Footwear with soles and/or uppers of plastic.
894-311	Shot guns, pistols and revolvers.
894-319	Other non-military firearms for firing blank ammunition.
897-100	Jewellery of gold, silver and platinum group metals and goldsmiths' or silversmiths' wares including set gems (except watches).
899-310	Candles.
899-320	Matches (excluding Bengal matches).
899-410	Umbrellas and sunshades (including walking-stick umbrellas, umbrella tents).
951-020	Artillery weapons, machine guns and military arms.
951-050	Revolvers and pistols.
951-060	Projectiles and ammunition, n.e.s. (bomb, grenades, torpedoes, guided missiles and similar ammunition for war.)

Applications for Import Licences, 1969

Government Notice No. 1117 invites applications from importers for goods for which specific import licences are required. In the case of goods which originate in the United Kingdom those for which specific import licences are required are printed in the Schedule to the General Import Licence No. 1 of 1969 above.

It is requested that applications should be submitted before October 31, 1968.

Full details of the provisions of this notice may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Notes:

(a) Imports covered by this licence are subject to the condition that the importer produces at the time of import a Certificate of Origin in respect of the goods in the form required for entry of goods under the Customs Tariff Act or such other form as the Comptroller of Customs may from time to time approve.

(b) Importers are reminded that the issue of an Open General Licence does not relieve traders from complying with other regulations to which certain goods are subject. In their own interest traders should make inquiries from the Ministry of Trade and Industry about such regulations before arranging importation.

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EAST AFRICA

Adoption of metric system

AS FROM January 1, 1969, the three East African countries, Kenya, Tanzania and Uganda, are adopting the metric system of weights and measurements in preference to the imperial system currently in use.

Shippers to East Africa will already be aware of the changeover as they have been co-operating in a voluntary exercise since January 1968. On January 1, 1969, however, use of the metric system in East Africa becomes compulsory and failure to use this system in documentation could involve receivers in severe penal rents as well as causing delay in the turnround of vessels.

Exporters of prepacked goods should also particularly note that distributors of these goods in East Africa will be required to sell to the public only in rational metric units. It will not be sufficient for the metric equivalent of a rational imperial measure to appear on the package.

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes (1)

GOVERNMENT NOTICES R.1563, 1564 and 1565 published in the Republic of South Africa Government *Gazette Extraordinary* No. 2157 amend the Republic's customs tariff as follows:

R.1563(1) Provision is made for a rebate of the full duty on Japan wax, methylcyclohexanol, cyclohexanol, glyoxal in water solution, formic acid, aluminium triformate, pentachlorophenol, fatty acid esters, diethylenetriamine, aliphatic alkylamine C6-C18, melamine ethyleneurea and propyleneurea, for the manufacture of textile auxiliaries.

(2) Provision is made for a rebate of the full duty on molybdenite columbite and pyrochlore ores and concentrates for the manufacture of base metals and on chrome ore for the manufacture of ferro-chromium.

R.1564 Provision is made for a rebate of the full duty on stock remedies containing metichloropindol (3, 5-dichloro-2, 6-dimethyl-4-pyridinol) as active ingredient.

R.1565 Provision is made for a rebate of the full duty on

1. Metallized plastic tape or strip for the manufacture of metallized plastic profile shapes.
2. Imprinted, uncoated paper and paperboard for the manufacture of paper cups, ice cream cups, dairy product containers and other waxed or coated containers.
3. Open weave fabrics of cellulosic fibres (continuous) with a construction not exceeding 24 threads per sq. in.

Provision is made for a rebate of duty as follows:

1. Woven fabrics of man-made fibres (continuous) (excluding fabrics of cellulosic fibres) – not exceeding the MFN duty.
2. Sponge and foam plastic material for the manufacture of shoulder pads – not exceeding 10 per cent.

The provision for a rebate of duty on metallized plastic profile shapes, for the manufacture of fixtures and fittings is withdrawn.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting reference CRE 697/G6.

Customs tariff changes (2)

GOVERNMENT NOTICE R.1632 and 1633 published in the Republic of South Africa Government *Gazette* of September 20 amend the Republic's customs tariff as follows:

1. Thead of covered rubber is deleted from tariff sub-heading 40.07.10 and now falls within sub-heading 40.07.40 at a duty of 20 per cent.
2. The provisions for a rebate of duty on rubber thread, for the manufacture of rubber products, for use in the textile weaving and textile knitting industries and for the manufacture of narrow fabrics, are withdrawn.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting reference CRE 699/G6.

Customs tariff

CUSTOMS TARIFF NOTICES, published in the Republic of South Africa Government *Gazette Extraordinary* of September 27, amend the Republic's customs tariff as follows:

R.1705 The duty on transistors, excluding power and high frequency transistors, is increased from free to 4c each.

R.1706 The provision for a rebate of duty on transistors, for the manufacture of radios, gramophones and magnetic sound recording and reproducing apparatus and components, is withdrawn.

R.1707 Provision is made for a rebate of the full duty on stock remedies containing oxyclozanide as active ingredient.

Inquiries should be addressed to Board of Trade Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Customs tariff application

CUSTOMS TARIFF Application List No. 477, published in the South African Government *Gazette* of October 4, 1968 contains an application to the Board of Trade and Industries for increase in duty on:

(1) Steering wheels for motor vehicles, from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 10c per lb., whichever rate yields the higher amount of duty;

(2) (a) Disc tumbler cylinder locks without handles, of base metal, from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 28c each less 50 per cent of the f.o.b. price; and

(b) Disc tumbler cylinder locks with handles, of base metal, from 20 per cent *ad valorem* to 20 per cent *ad valorem* or 56c each less 50 per cent of the f.o.b. price.

Application has also been made for a withdrawal of the rebate facilities in respect of:

(1) Steering wheels imported with unit packs of unassembled motor cars, road tractors for semi-trailers and goods vehicles with a carrying capacity not exceeding 2,800 lb.

(2) Disc tumbler cylinder locks and keys therefore, for the manufacture of furniture and fixtures.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274), quoting references CRE 1810/68 and 1812/68.

CEYLON

Tariff amendments: Correction

THE *Board of Trade Journal* of September 6, 1968 (pages 686 and 687) gave notice of Customs Notification (Tariff) No. 68/3 as given in the Ceylon Government *Gazette* No. 14,813/5 of August 4, 1968.

Schedule II of this Customs Notification should be cancelled as it is susperseded by Schedule I which is the current tariff for these items.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House. 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, E.C.4, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

HONG KONG

Tobacco duties

WITH EFFECT from June 26, 1968, the Hong Kong Government changed the duties on tobacco to the following rates per pound:

A—On Unmanufactured Tobacco:
- (1) Tobacco of Malawi origin . . . . . HK. $ 7.70
- (2) Other tobacco . . . . . HK. $ 8.00

B—On Manufactured Tobacco:
- (1) Cigars:
  - (a) of Commonwealth manufacture . . . . HK. $ 9.50
  - (b) other cigars . . . . . HK. $ 11.25
- (2) Cigarettes:
  - (a) of Commonwealth manufacture . . . . HK. $ 10.00
  - (b) other cigarettes . . . . . HK. $ 10.90
- (3) Other manufactured tobacco including snuff and cigar cuttings:
  - (a) of Commonwealth manufacture . . . . HK. $ 8.05
  - (b) Chinese prepared tobacco . . . . . HK. $ 2.50
  - (c) other varieties . . . . . HK. $ 8.95

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

JAPAN

Liberalization of imports

THE JAPANESE Government have announced that from October 1, 1968, further additions have been made to the commodities for which licences are freely issued. They are as follows:

Tariff No.	Description
0802-1	Limes, fresh.
7315-1 (3)	Alloy tool steel, free cutting steel, and alloy hollow mining drill steel.

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Inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

COLOMBIA

Customs tariff modifications

HM EMBASSY in Bogota reports the publication on September 27 of a decree modifying certain customs duties, as follows:

Tariff heading	Description	Duty *ad valorem*
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled:	
	B. Other:	
	II. Simply cold-rolled of a thickness of:	
	a. More than 4.75 mm.	30%
	b. From 3 to 4.75 mm.	30%
	c. From 0.5 to 3 mm.	30%
	d. Less than 0.5 mm.	15%
84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw, band and similar kinds:	
	C. Other without motor:	
	I. Centrifugal pumps:	
	a. Of cast iron or copper alloys (brass), up to 203 mm. (8 inches) inclusive of inside diameter output	40%
	b. Other	15%
	II. Other	35%
	D. Motor pumps:	
	I. With centrifugal pump:	
	a. Of cast iron or copper alloys, up to 203 mm. (8 inches) inclusive of inside diameter output	40%
	b. Other	15%
	II. Other	35%
	E. Rams	35%
	F. Liquid elevators	35%
85.11	Industrial and laboratory electric furnaces, ovens and induction and dielectric heating equipment; electric welding, brazing and soldering machines and apparatus and similar electric machines and apparatus for cutting:	
	A. Electric furnaces and ovens:	
	I. Arc ovens	10%
	II. Induction ovens with a capacity of more than 100 kgs.	10%
	III. Other	25%

CHILE

Permitted import list

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
26	27.02	*Add* new sub-heading: LIGNITE, WHETHER OR NOT AGGLOMERATED.	
		Bituminous coal	10,000
125	74.03	*Add* new sub-heading: Special wire of brass alloys, from 2·7 to 5 mm. in diameter for making ball-points	10,000
171	Ch. 84	*General headings:* *Add* new sub-headings: Forged or stamped pieces for the basic frame or casing of typewriters (not electric) and typewriters (not electric) and electric calculating machines	10,000
188	87 14	*Add* new sub-heading: Pieces and parts of high-speed trailers and semi-trailers	10,000
196	90 26	*Add* new sub-heading: Water meters up to 1 in.	10,000
198	Ch. 90	*General headings:* Eliminate the item number 90.29 in the first line. *Add* new sub-heading: Pieces and parts of apparatus for reproducing documents by the electrostatic process	10,000

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

- 013-09 . . . All soups
- 023-01.01 . . Butter, fresh.

The Trinidad and Tobago Ministry of Industry and Commerce have further announced that it is proposed to allocate quotas for the importation of goods classified under items 013-09 and 023-01.01,

(Continued on page 1086)

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TRINIDAD AND TOBAGO, *continued*

Importation of calendars

THE TRINIDAD and Tobago Ministry of Industry and Commerce have also announced that as the local production of calendars is regarded as adequate to meet normal domestic requirements, it is proposed not to grant further licences for the importation of these items except in the most extraordinary circumstances. Those concerned have been strongly advised to make arrangements for the procurement of their future requirements of calendars from local production.

Inquiries about the above notice should be addressed to th Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

ANTIGUA

Consumption tax

THE GOVERNMENT of Antigua, under the Consumption Tax Act 1968 (No. 12 of 1968), have repealed the Consumption Tax Ordinance, 1963 whereby a tax of 2½ per cent on goods imported for local use or consumption was imposed.

The new Act re-imposes the tax at the rate of 6 per cent *ad valorem* on goods manufactured in, or imported into, Antigua for local use or consumption. The scope of exemptions from the tax has been widened to include raw materials imported for use in the manufacture of chargeable goods.

A copy of the Act may be seen at the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471) to whom all inquiries about the above notice should be addressed.

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UNITED STATES

Motor vehicle safety standards (1)

Lighting

FEDERAL MOTOR VEHICLE safety standard No. 108 issued January 31, 1967, as amended, effective January 1, 1969, specifies requirements for lamps, reflective and associated equipment for passenger cars, multipurpose passenger vehicles tracks, buses, trailers and motorcycles in the United States. The Federal Highway Admistrator is considering amending this standard to include additional requirements for a reserve joint lighting system in event of a failure of a headlamps filament on passenger cars and multipurpose passenger vehicles.

Interested persons are invited to participate in the proposed rule-making by submitting to the National Highway Safety Bureau, by November 5, 1968, written data, views, or arguments to include proposed performance requirements and text procedures appropriate for the proposed effective date of September 1, 1969.

Further details of the proposal may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Motor vehicle safety standards (2)

Glazing

THE *Board of Trade Journal* of October 11 gave details of proposed rule-making relating to Standard No. 205: Forward facing windows, partitions and edges. The United States Federal Highway Administration has now extended the period for filing comments to November 7, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

At the invitation of Wolseley Engineering Limited (Wolseley-Hughes Group), a party of French dealers for Merry Tiller garden cultivators visited Britain on September 18-19. The party included M. Jean Bru, managing director, Dicomo, Versailles, sole importers of Merry Tillers for France, and M. Francois Colrat, Wolseley Engineering's French representative. After reception and lunch, the party toured the offices and factory and saw where Wolseley design, develop and manufacture the many thousands of Merry Tiller garden cultivators which are sold annually throughout Britain, France and other European countries. The picture shows the party facing Midland ATV television cameras with (on the extreme left): Mr. R. S. Drake, chairman, Wolseley Engineering Ltd., and, next to him, M. Jean Bru; the other French dealers shown are: M. Lejeau, M. Courtial, M. Turlan, M. Bru (Jnr.), M. Tisserand, M. Chauvineaux, Mr. Dumazaud and M. Danebe; in the middle (rear) is Major M. C. Keer, managing director, Wolseley; on the extreme right (foreground) is: Mr. G. R. Hands, export director, Wolseley; and behind him is M. Francois Colrat.

Motor vehicle safety standards (3)

Consumer information

THE UNITED STATES National Traffic and Motor Vehicle Safety Act of 1966 authorizes the Secretary of Commerce to require manufacturers of motor vehicles and motor vehicle equipment to give notification of such performance and technical data at the time of original purchase to consumers as he determines necessary to carry out the purpose of the Act. The Federal Highway Administrator is considering rule making to implement this provision which would require the manufacturers of passenger cars, multipurpose passenger vehicles, trucks, buses, trailers and motor cycles manufactured after August 1, 1969, to provide consumers with information on items, including braking and fire performance, lateral intrusion protection of passenger compartments, headlamp illumination and glare, driver's field of vision, acceleration and passing ability, steering ratio, performance when towing trailers, and flammability of materials in vehicle interiors.

Interested persons are invited to submit written data, views and comments on the proposed rule-making to the National Highway Safety Bureau by November 8, 1968.

Further details of this proposal may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Flammable Fabrics Act

THE *Board of Trade Journal* of July 19 gave notice of proposals published by the Department of Commerce to establish procedures for the development of flammability standards and the setting up of a National Advisory Committee for the Flammable Fabrics Act. Several changes are contained in final procedures now announced, which come into effect immediately.

Details of the final regulations may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Labelling and advertising of distilled spirits

THE INTERNAL Revenue Service of the United States Department of the Treasury has announced various amendments to the regulations concerning the labelling and advertising of distilled spirits. Details are available from the United States Section. Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404).

Imports of dairy products — correction

THE NOTICE headed 'Imports of dairy products' on page 1025 of last week's *Board of Trade Journal* should have appeared under the heading 'United States'.

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NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI)

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (Waterloo 2371 - Telex 22737/8)

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SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

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NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 - Telex 49327).

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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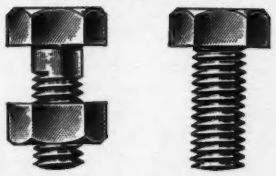

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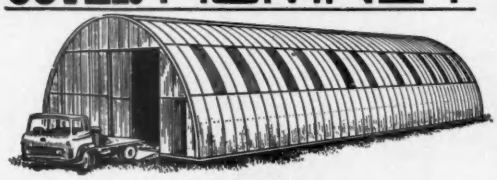

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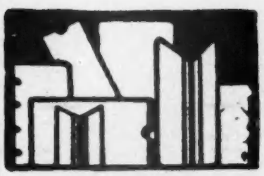

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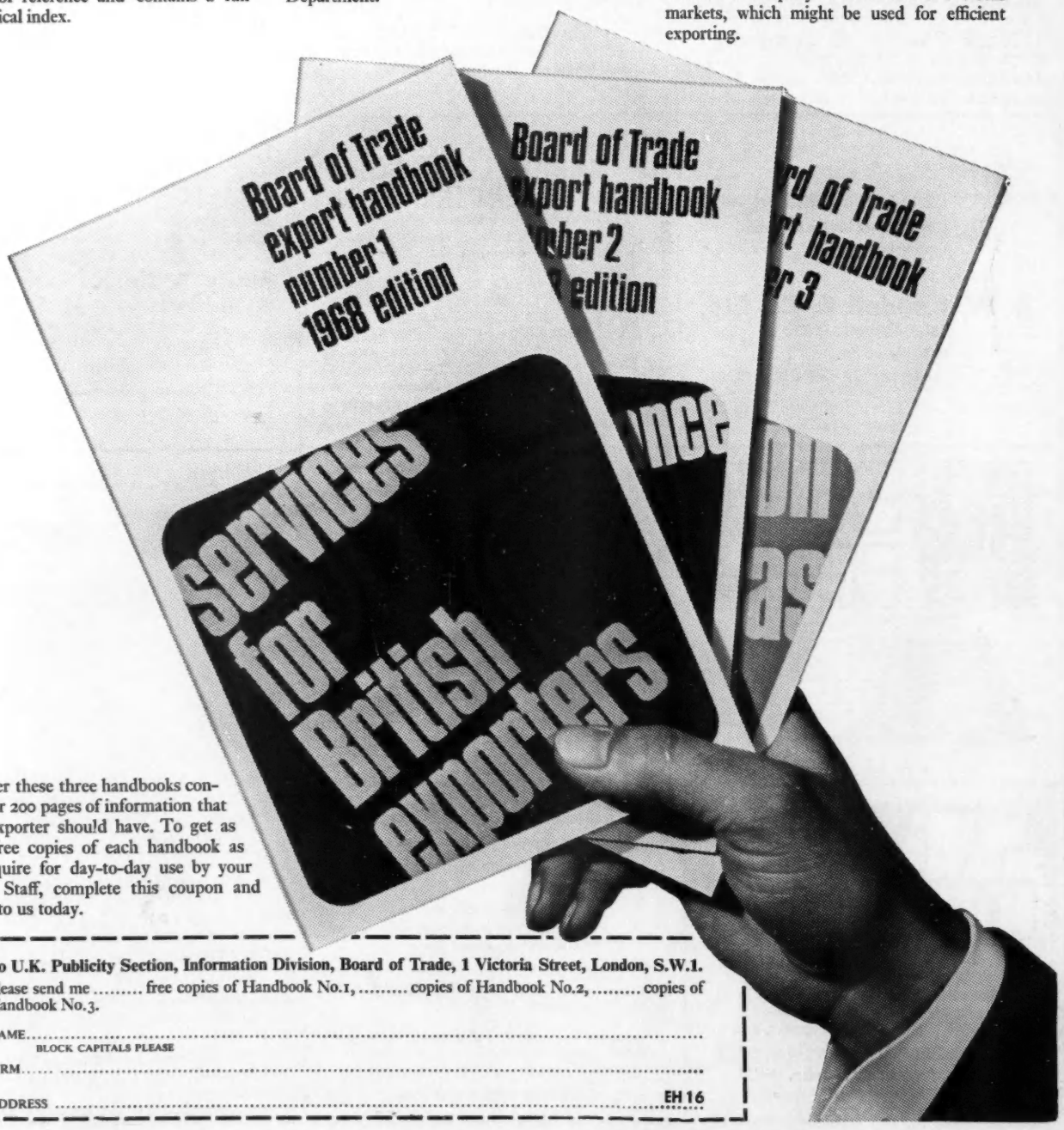

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